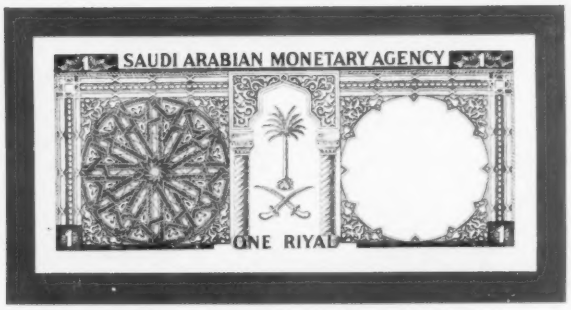
COMMERCE AMERICA

FORMERLY COMMERCE TODAY

U.S. Department of Commerce / December 20, 1976



TRADE SHOWS

U.S. PRODUCTS CAN SELL AT HUNDREDS OF EXHIBITIONS AROUND THE WORLD IN 1977

Newsmemo

The hotel/motel industry stopped a long-term slide in 1976. Room occupancy, which had fallen to the break-even level of 60 percent in 1975, is expected to reach 65 percent this year (the industry considers 70 percent a strong level). Business travel, traditionally the major source of lodging income, had fallen to a low point in 1975, but is showing a steady increase. Meanwhile pleasure travelers are indicating acceptance of higher touring costs. Pleasure travel's unexpected strength has displaced business activity as the major source of lodging income. Its continued strength could contribute to higher occupancies.

Sales of computer services and computer software are being eyed by state tax authorities. Computer software programs are considered intangible personal property and are not taxed, according to present interpretation of federal tax law. Some states —Texas, Missouri, Tennessee—concur with this interpretation. California and Ohio, however, consider software programs and services taxable. New York recently changed its view, to hold software as taxable tangible personal property. Keypunching is also considered taxable. Users and vendors are both affected. The user is responsible for tax payment and the vendor for collection.

Regulations aimed at curbing throwaway beverage containers are beginning to get voter approval. Until last month, the results in 8 referenda had been unanimously against such regulations. But in November the voters of Maine, by 58-42, and Michigan, 64-36, OKed measures requiring (in 1978) deposits on all glass and metal beverage containers and banning pull-tab cans. Similar proposals lost in Colorado, 67-33, and in Massachusetts, 50.4-49.6. Presently six states have approved bills designed to reduce beverage litter, and two of these—Oregon and Vermont—have implemented deposit laws.

The dramatic increase in medical malpractice suits and judgments is being countered by state legislation. Florida, for one, has taken this action: all insurance firms must make available, at stipulated premiums, malpractice insurance for physicians and hospitals; recoveries above insured amounts are to be paid out of a new fund derived from physician contributions; there is a rigid two-year statute of limitations; patients are prohibited from stating the amount of damages sought, and a mediation panel must hear all malpractice claims prior to lawsuits.

The fight against deadly frosts in Florida may be carried on at 22,250 miles above the earth. Commerce's National Oceanic and Atmospheric Administration has been taking infrared pictures of ground heat levels from its environmental satellites. On cold winter nights it has tracked the frost line with speed and accuracy. Heating the orchards in Florida can cost growers as much as $5,000,000 per night. Improved temperature information, leading to more precise heating decisions, can result in great savings to growers and also conserve energy.

Must a company state its adherence to ethical standards explicitly? In the wake of the revelations of recent months, yes, believes corporate executive Fred T. Allen: "In Pitney Bowes we had operated on the basis that there was no question but that we would be ethical in our dealings with everyone. I feel we were right in having thought so, and that, overall, our employees knew what was expected of them. . . . Now, however, I feel that our employees need some reassurance, and that a formal code of business conduct is necessary."

Public attention riveted on the wrongdoings of businessmen can serve a useful purpose. Discussion can stimulate change, Allen tells fellow executives: "We must not let this moment, this opportunity pass away. We must be sure that the agony of the revelations leads to a fundamental improvement in corporate ethics. We must be sure that this is not just another wave in the cycle of concern for corporate conduct. We must examine the trauma, and we must discuss its causes and its effects if we are to learn from it."

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COVER: The listing of international trade exhibitions in 60 countries that begins on page 22 is an annual feature of *Commerce America*. From thousands of such exhibitions held each year, U.S. Commercial Officers stationed around the world and Commerce Department international trade specialists have chosen those considered to be of prime interest to American companies.

U.S. DEPARTMENT OF COMMERCE

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Published biweekly by the U.S. Department of Commerce, Washington, D.C. Annual subscription rate $29.80 ($7.45 additional for foreign mailing, $5.75 additional for domestic air mailing). Single copy $1.15. Make checks or money orders payable to Superintendent of Documents and mail to Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or to any U.S. Department of Commerce District Office.

All subscription inquiries and address changes should be sent to the Superintendent of Documents, at the above address. This is the central distribution agency for U.S. Government publications.

Microfiche copy available at $2.25 per issue from National Technical Information Service, Springfield, Virginia 22151. Other inquiries should be sent to the U.S. Department of Commerce, 14th Street and Constitution Avenue, N.W., Washington, D.C. 20230.

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Ripples In Birth Rate Cause Waves In Future Decades

This column was prepared by John W. Kendrick, Commerce Chief Economist, in collaboration with staff economist Thomas W. Kraseman.

John W. Kendrick

The rate of growth, age composition, and marital status of the U.S. population have fluctuated sharply over the past 30 years, with consequences that will be visible in the economy for the next 50 years. These changes basically reflected marked shifts in attitudes toward family, children, and women's role in society.

Although many observers in the 1950s believed that the sharp changes then occurring were fundamental, it now appears that they were only temporary deviations in long-established trends. The birth rate has fallen back to a historic low, resuming the steady downward trend in progress from the beginning of our Nation until the mid-1930s. The long struggle for equal treatment of women, which began well before the Civil War, has been resumed; it was largely forgotten for most of the first two decades after World War II, when home, family, and children seemed the ultimate dream of most young girls. Although the participation of women in the labor force was rising in this period, the growth was very largely among older women with diminishing responsibilities at home. The divorce rate reached a new peak, half as high as the marriage rate.

[Editor's Note: The economic impact over the next decade of increasing participation of women in the labor force was discussed in this space Dec. 6.]

The most visible barometer of these sharp changes in social attitudes is the birth rate, shown in the top panel of the charts. This rate had fallen by nearly half during the 19th century, largely reflecting the shift from an agricultural to an industrial economy. From 1900 to 1935 it fell by almost half again. Although the depression of the 1930s no doubt contributed to the drop at that time, the rate of decline in the prosperous late 1920s was as sharp as that in the depressed early 1930s, suggesting the importance of the changing mores in that period.

In the late 1930s, however, the rate began to rise, despite continuing high unemployment. After the demobilization following World War II, it shot up to the highest level since the early 1920s, and remained relatively high through the 1950s. It started turning downward late in the decade, and the drop became especially sharp in the early 1970s. By then the rate was below the level necessary to maintain a stable population in the long run. Since 1972, the decline has been gradual, despite a sharp increase in the proportion of young people in the most fertile ages.

The rate of population growth also depends on the death rate, but it was virtually stable from the early 1950s to the early 1970s, as shown in panel one. In the past three years, a slight decline has occurred, with the effect of increasing population growth by about 100,000 annually. This is miniscule, however, compared with the impact of changing birth rates.

The sharp changes in the birth rate over the past 30 years have created a prominent population wave that will be moving through successive age groups for the next 50 years. This wave has already produced a rapidly shifting pattern of demand for goods and services as the postwar babies were growing up. Initially, of course, the hospital obstetrics facilities were swamped; next came the sudden shortage of teachers and elementary schools, and then a strain on college facilities. Demand burgeoned for everything that teenagers buy and use, from hamburgers and pizzas to rock records and performing groups.

Immediately in the future, as the front of the wave passes age 30, there is likely to be a sharp increase in demand for single-family homes and their furnishings. Since births reached their peak in 1957, the crest of the wave will pass age 20 next year. From now on demands from teenagers will be waning although the decline will be gradual for several years. Another effect is likely to be a lessening in crime since a large proportion of crime is committed by the young.

Census Bureau population projections are based on three alternative levels of fertility—high, medium, and low—within a realistic range. In six of the seven projections issued in the past 20 years, the population in 1975 was most accurately predicted by the *lowest* fertility assumptions. Since the birth rate is still declining, although it had been expected to rise, the low-fertility projection again seems the optimal choice, and it has been used in constructing panels two and three of the charts.

The sharp changes in the age composition of the population since 1940 and projected to 2025 are shown in panel three. In the 1960s, the population in the most productive ages, taken here as 21 through 62, was actually less than the population under 21 and over 62, who are more or less dependent on others for their support.

With the declining birth rate, however, the percentage of population 21 to 62 is now rising, and is expected to reach a peak about 2005, when it will account for about 58 percent of the total. Since fewer inexperienced young workers will be taking jobs, the work force on the average will become more productive. Also, teenage unemployment should become easier to deal with.

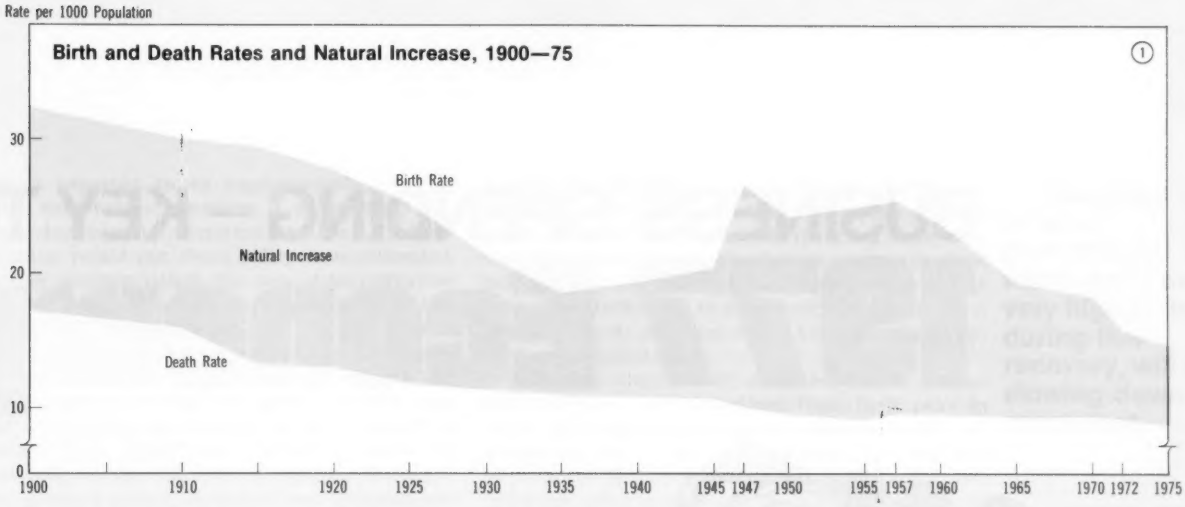
The increase in the average age of the population as it approaches the point of zero growth over the next 50 years will have marked effects. The average tastes of the public will become increasingly conservative, both in the choice of items to buy and in the styles of items.

As the population crest passes out of the younger, heavy-spending years, the saving rate is likely to go up. When the population wave begins to reach retirement age, about the year 2010, another sudden and sharp change is in prospect. Within the space of 15 years, the population over 62 will increase by 17 million, or 40 percent, while the population age 21 to 62 will be dropping by 13 million. By the year 2025, nearly one-quarter of the 250 million population expected at that time will be over 62—about the same as the proportion under 21.

The problems we will face at that time, however, are in a sense the mirror image of those of the late 1950s and 1960s. At that time, the population of working age was supporting a very large number of dependent youngsters; 50 years from now it will be trying to support an unusually high proportion of oldsters. However, in 2025 the population of age 21-62 will still be 53 percent of the total, compared with only 48 percent in 1965. Thus, while substantial adjustments will be required, the problem should not be too large to deal with.

Rate per 1000 Population

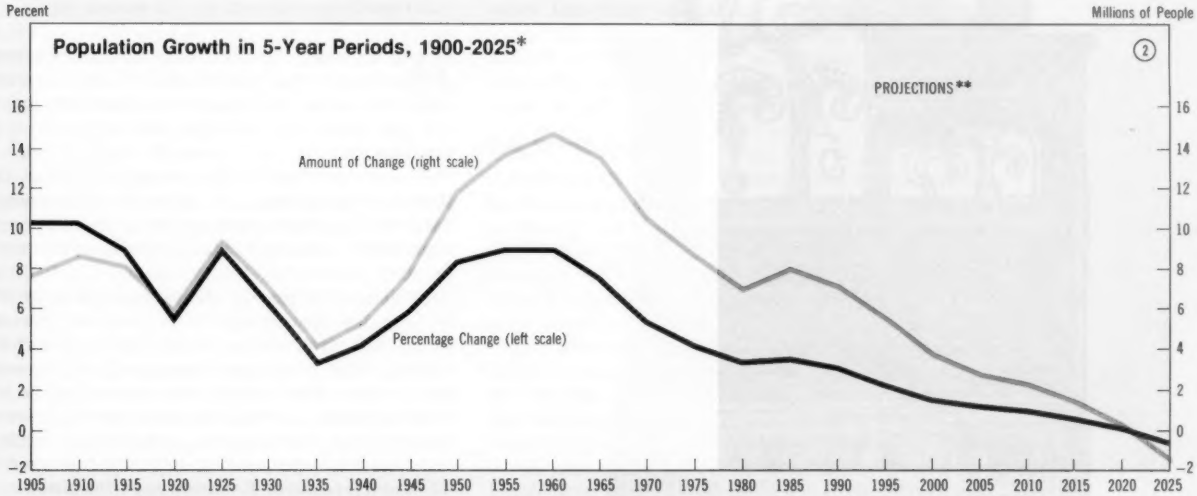
Birth and Death Rates and Natural Increase, 1900—75



Percent

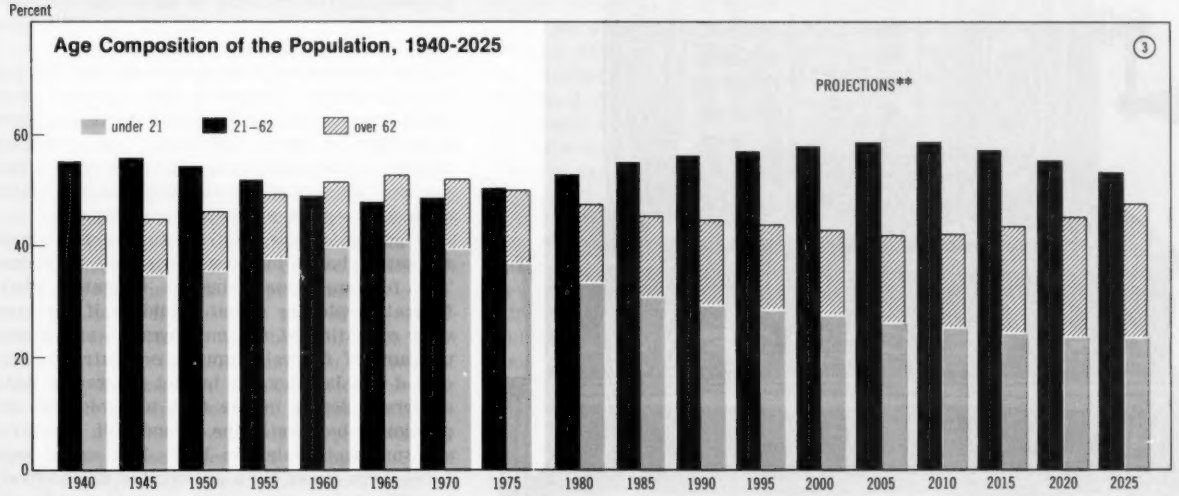
Millions of People

Population Growth in 5-Year Periods, 1900-2025*



Percent

Age Composition of the Population, 1940-2025



*Natural increase plus net immigration.

**Projections based on Series III (low fertility) in Census publication P-25, no. 601, issued October 1975.

BUSINESS SPENDING – KEY TO 1977 Economy

After adding up the likely economic pluses and minuses for the coming year, Commerce's chief economist has concluded that the U.S. will not slip back into recession, but will score a modest advance.

In a recent talk to the Houston Chapter of the National Association of Business Economists, Dr. John W. Kendrick reviewed the facts and assumptions which led him to his cautiously optimistic prediction.

Although the pace of the present recovery slightly exceeded the average of the past four recoveries in its first year, it has since fallen somewhat behind. If 1959 is omitted because of the adverse effect of the steel strike, the average gains in the fifth and sixth quarters of early recoveries were 6.3 percent and 5.0 percent, respectively, while the rises in the corresponding quarters this time were 4.5 and 3.8 percent. Kendrick says the present sluggishness in the recovery is especially disturbing in view of the greater severity of the 1974-75 recession, which was the worst since 1938.

The question has been raised whether the present slack is simply a pause in the recovery, or something more ominous. It is well to recall, Kendrick said, that in early 1960, after two years of recovery, the economy began to slide into a new recession. He said most economists feel the odds are against a repetition of that experience.

A partial explanation of the present growth is the rapid change in the government's fiscal posture. The full-employment budget indicates what the federal surplus or deficit would be if the economy were operating at full employment, and provides a measure of federal stimulus or restraint. As conceived last January, the budget program called for a moderate deficit in the first half of 1976, an approximate balance in the second half, and a moderate surplus in calendar 1977. But actual expenditures were lower than anticipated in the first nine months of this year and the move toward restraint came somewhat earlier than planned.

In the fiscal year that began October 1, the total

impact is expected to be approximately neutral, provided that federal spending is at the $413 billion rate budgeted by Congress. Another shortfall in spending would put fiscal policy in a somewhat restrictive position unless the new Administration decides on some offsetting action such as a tax rebate or additional spending.

State and local governments were also putting on the fiscal brakes this year; their expenditures had risen by almost $7 billion per quarter in 1975, but slowed to $4 billion per quarter in the first half of this year. These slackening expenditures show up dramatically in the employment figures. Throughout the postwar period, state and local governments were a major source of jobs for the expanding labor force, with an average increase in employment from 1960 to 1975 of 400,000 annually. But, reflecting severe financial problems of some major cities, the employment growth almost stopped after April this year.

To some degree, of course, this shutoff in fiscal stimulus was deliberate, Kendrick went on. The measures adopted early in 1975 were tailored to give the economy a very strong immediate lift, and then taper off as the private sector gathered momentum. In particular, business capital investment was expected to be moving upward strongly by early 1976, in line with the pattern of past recoveries.

But this proved to be a miscalculation. Business investment remained unusually weak in the earlier stages of this recovery. This probably reflected the severity of the recession, the unusually large excess of productive capacity, and the anxiety of corporate executives to rebuild their liquidity before undertaking new capital projects. Although a moderate recovery finally got under way at the beginning of this year, Kendrick admits that it has been relatively slow. Gains in housing activity, on the other hand, have contributed significant strength to the recovery.

The long shadow of the 1973-74 inflation has influenced the course of events, he believes. The fear of renewed inflation has restrained the application of fiscal and monetary stimulus. It has also affected business inventories. The very sharp upturn in inventory accumulation in the first quarter of this year was apparently due in some degree to business fears of renewed shortages and price rises.

When steel price increases at midyear were announced well in advance, they brought on a rush of buying. But this stockpiling came in the face of a sudden sag in consumer demand after the first quarter, which in turn, resulted in some involuntary backup in consumer goods inventories. By summer, fears of shortages had disappeared, and worry over inflation had eased somewhat. The result was a minor drop in inventory accumulation in the third quarter.

The quarterly increases in consumer purchases of durable and nondurable goods fell off very sharply after their surge in the first quarter of this year. In the second and third quarters, the gains were only one-third as large as in the first quarter, and about half as great as they had been during most of last year. The slackening in consumer outlays for services was much less, but these have no direct impact on manufacturing.

Reflecting the slower sales expansion, manufacturers' new orders declined from their peak in June. The leading indicators of business capital expenditures also turned less ebullient than they had been in the first half. The general slackening was reflected rather promptly in the unemployment rate, which rose from an average of 7.4 percent in the second quarter to 7.8 percent in the third, and remained at about this level in October. The increase also reflected abnormal growth in the labor force in the second and third quarters.

. . . the gains in labor productivity which have been very high so far during this recovery, will be slowing down somewhat.

The fourth quarter

Entering the fourth quarter, there were underlying reasons to expect at least a mild acceleration in the rate of rise. The available data for October look rather bleak to Kendrick, however, except in housing. Industrial production fell somewhat, only in part because of the impact of strikes, and retail sales continued slow through early November.

The most important source of strength at the moment appears to be residential building. Demand for housing has increased significantly this year and building activity is now responding. The recent sharp uptrend in homebuilding costs and house prices appears to have abated in the third quarter. Sales have improved, and the backlog of unsold houses, measured in terms of the current rate of sales, has come down. The rental vacancy rate is running well below last year, and the average time needed to rent or sell new apartments has shortened considerably. The supply of funds for mortgages appears ample; savings flows into thrift institutions have held at a record high this year. Interest rates, although high, have at least been steady.

In this favorable climate, housing permits began to accelerate strongly in July, after nine months of little change. In September and October they averaged 30 percent higher than in the first half of the year. Some of the surge in September evidently reflected the efforts of the Department of Housing and Urban Development to reduce the backlog of applications for subsidized housing, but starts were still relatively high in October, and the underlying situation appears very strong.

Prospects for gains in business capital investment are less assured, but a mild acceleration appears possible. The backlog of order for capital goods increased a little in the third quarter; this could mean a stronger rise in shipments in the fourth quarter.

On the whole, then, there has probably been some quickening in the rate of growth during the fourth quarter.

The minor inventory correction that contributed to the sluggish performance in the third quarter is probably about over, in Kendrick's view. Steel production, at least, has approximately leveled off after a rather sharp decline since last May, reflecting a downward adjustment of user inventories.

Government spending also is scheduled to strengthen somewhat. The federal pay raise, amounting to some $2 billion at an annual rate, became effective in October, bolstering personal income gains. Grants to state and local governments may increase significantly under the terms of the recently-enacted public works bill. A part of the recent shortfall in defense spending could be made up in this quarter.

Consumer expenditures, however, are likely to remain sluggish. Auto sales appear to be falling short of the rather optimistic forecasts of the producers, even apart from the obvious effects of the Ford strike. The subcompact cars in particular are very difficult to sell.

On the whole, then, there has probably been some quickening in the rate of growth during the fourth quarter, although the quarter as a whole may actually show a bit less total growth than the third quarter because of the slow start in October.

Recent price figures contain both good news and bad news for Kendrick and the economy. On the one hand, the rise in consumer prices appears to be slowing somewhat—chiefly in food prices, but also in most of the other major groups. The September increase in the Consumer Price Index was the smallest since last April, although still about 5 percent at an annual rate.

The worrisome part comes in wholesale industrial prices, which on the average have been showing a distinct acceleration from last spring up to a full one percent rise in October. But the underlying situation is not as alrming as this figure might suggest. The acceleration since spring has been largely in fuels, lumber, transportation equipment, and rubber. Lumber prices are reflecting the recent resurgence in housing—they had declined in the second quarter, when housing appeared weak.

In the other groups, however, slower rises are likely, for the next couple of months at least. A sharp increase in car and truck prices comes every year at new-model time in October. Prices in the rubber group rose sharply after the strike settlement last summer, but they have already slowed down. The fuels rise in October was unusually sharp because of one-time changes in regulations.

The next major increase will come if OPEC raises prices significantly on imported oil. But on the whole, it appears likely that the industrial price rise will slow down somewhat.

Farm products and food prices are likely to be reasonably stable, since crops all around the world were very large this year.

In forecasting the year ahead, Kendrick assumes there won't be any significant shift in fiscal or monetary policies, so that the forecast can provide a basis for assessing the need for policy changes.

The growth in real GNP in 1977 appears likely to be around 5 percent. This figure implies some acceleration from the present rate, especially in the early part of next year. For the year as a whole, however, it represents a moderate slowing from this year's average increase of about 6 percent. The major sectors showing the greatest increases will be fixed investment and government purchases.

Starting with investment, Kendrick refers to two major private surveys of plant and equipment spendplans for next year showing nearly identical results. McGraw-Hill expects a 13 percent increase in dollar outlays, or 6 percent in real terms. Merrill Lynch looks for a 14 percent dollar gain, or 7 percent real growth. These current-dollar increases are roughly twice as large as this year's, shown by the Bureau of Economic Analysis survey which is the benchmark for these private estimates.

(Editor's note: Subsequently BEA (the Bureau of Economic Analysis) reported on a survey that indicated significantly smaller increases in business fixed investment; however, the survey covered only the first half of 1977. See story on page 14.)

By far the sharpest gains projected in the surveys are in the durable goods manufacturing industries, particularly in the automotive complex and the rubber industry. The large increases are surprising, in view of the amount of excess capacity in some industries; Kendrick says they apparently reflect an optimistic view of sales prospects. On the pessimistic side, however, he notes that not much improvement is indicated in commercial and industrial construction, as distinct from machinery and equipment. In some industries, spending plans have apparently been cut back or stretched out since last spring.

About the brightest element Kendrick finds on the economic scene for next year is residential construction. With the competition for loanable funds likely to be fairly light next year, funds available for mortgages should remain ample. The interest rate on home mortgages is expected to hold about steady. Rises in construction labor costs are likely to be moderate, since the size of union wage settlements have come down substantially in the past three years. The favorable demand factors which have led to the present surge in starts should continue or even improve next year, he believes. The supply of new apartments will still be small, since, while starts have risen, completions will remain quite low for months. Finally, apartment starts will be bolstered next year by the considerable volume of government-subsidized starts now in the pipelines.

The level of starts now expected for 1977 is at

least 1.75 million, or roughly 15 percent above the probable 1976 total. Part of the gain will come in single-family housing, for which the demographic factors are favorable. The postwar babies born in 1946 are now 30 years old, when many people find themselves with both the means and the desire to shop for single-family homes. But the increase in apartment starts next year will be even greater than in single-family units—slightly so in numbers of units, substantially so in percentage terms.

Although total new residential construction will rise by around one-fourth in current dollars, Kendrick points out that this is less than the increase of almost one-third during the current. year

Inventory accumulation is likely to be moderately larger next year, as the expansion proceeds. This year's growth was conservative, and stock-sales ratios are generally on the low side.

The strength of gross private domestic investment probably will be partly offset by a decline in net exports. Kendrick expects accelerated domestic expansion to increase imports faster than in recent quarters. If acceleration in the economies of the U.S.'s major trading partners lags, then this country's nonfarm exports will probably rise by less than imports—and exports of farm products may well decline, in view of ample harvests in most countries this year.

An increase in OPEC oil prices, if it occurs, will not only increase the dollar volume of imports, but will tend to hurt American exports by reducing the ability of major trading partners to buy more from us. But the overall drop in net exports should be far less than the $12 billion between 1975 and 1976, and should remain in the black.

Government purchases are expected to rise by at least 10 percent in 1977, or 4 percent in real terms, a bit more than this year. This percentage will be less than the increase at the state and local level. It is possible that federal spending may grow a bit faster than anticipated in the early part of fiscal 1977, given the lags between obligations and commitments which accounted for part of the shortfall of spending prior to September 30. For 1977 as a whole, the budget was planned to have a near-neutral impact on the economy, but it is possible that expenditures will fall short of plans, as mentioned above.

Given the multiplier effect of the projected increases in investment and government purchases, personal consumption expenditures are likely to accelerate from recent rates. For 1977 as a whole, average expenditures will rise by at least 10 percent, above the same as in 1976. Durables are expected to continue to expand by somewhat more than the average, and nondurables by less. Although consumer sentiment has improved since 1975, it is scarcely ebullient. If the new Administration succeeds in strengthening confidence concerning economic prospects, consumer spending (and business investment as well) could rise somewhat more strongly than currently anticipated.

Adding it all up, GNP in current prices will probably rise by around 11 percent, from almost $1.69 trillion in 1976 to near $1.88 trillion in 1977.

With respect to prices, Kendrick says the upward pressure could be a little greater next year, mainly because of a stronger trend in farm products and foods.

On the nonfarm side, in addition to a price increase for imported oil, the rise in housing and business investments could put a little more pressure on industrial prices in some areas. But unused capacity cushions in most industries will act to limit the increases, and on the whole it seems likely that the amount of price acceleration next year will be modest.

The unit labor cost-push could be a bit stronger next year, simply because the gains in labor productivity which have been very high so far during this recovery, will be slowing down somewhat, although possibly remaining above average.

The rise in labor compensation, however, is not likely to change much. Although the labor bargaining calendar will be heavy in 1977, the outlook for relatively moderate settlements in major contracts appears favorable. This is chiefly because the large wage increases needed to catch up with past inflation, which were an important element in several major contracts this year, will receive less emphasis next year.

. In the non-union sector, the persistence of relatively high unemployment rates should prevent any significant acceleration of increases in average earnings.

Assuming that average hourly earnings rise by 7 to 8 percent next year, with productivity going up around 3 percent, unit labor costs would increase by 4 to 5 percent. With prices rising a bit more than 5 percent, there would still be room for a modest further widening of profit margins.

In total, Kendrick expects corporate profits to show a rise of nearly 15 percent in 1977, after inventory valuation adjustment and capital consumption allowances. This compares with about a 30 percent rebound in 1976. These gains are large for a recovery period, and will help to support capital investment next year.

The real GNP growth predicted for next year, minus the probable percentage increase in productivity per person, should result in an employment rise of some 2.4 million, or 2.7 percent. Since the increase in the civilian labor force is likely to slow to 1.9 million, the employment rise will reduce unemployment by half a million in 1977. This translates to about a 7 percent average unemployment rate for the year, with a lower rate at the end of 1977. ☆

The strength of gross private domestic investment probably will be partly offset by a decline in net exports.

WILL AMERICAN CAR-BUYERS ACCEPT LESS AUTO FOR MORE FUEL

The technology to ease the automotive aspects of the energy crisis is available, but do Americans have the will power to put it into practice?

Tremendous reductions in fuel use by the nation's automobile fleet are possible in future decades. But this possibility is hedged about by many "ifs," which largely revolve around the question: Can the American public be convinced of the need for more fuel-efficient motor vehicles, and be induced to accept the types of automobile which will do the job?

These are the major points made in a report now available on motor vehicle goals beyond 1980 prepared by a Federal Task Force established by the Energy Resources Council, chaired by Commerce Secretary Elliot L. Richardson.

The report raises questions about the ability of the automotive industry to meet by 1985 the 27.5 miles per gallon fleet fuel consumption average required by the 1975 Energy Policy and Conservation Act. The fleet fuel average is the average gas mileage of all cars currently in operation. The answers to these questions will have much to do with the place the automobile will hold in the nation's economy as domestic petroleum supplies decline and reliance on imports and prices increase.

With the 1975 automobile fleet fuel economy level of 15 miles per gallon and with a projected 2 percent per year growth in vehicle miles traveled, the report explains, annual petroleum consumption over the next 20 years would rise by nearly 50 percent.

However, this increase in consumption could be eliminated through the introduction of lighter weight autos, and more efficient engines and drivetrains.

Excluding marketing and financial risks, these changes alone can prevent the projected increase in total fleet fuel consumption, and by the mid-1990s could provide a net reduction of up to 1⅓ million barrels per day in fleet fuel consumption as compared to 1975, the report finds.

The Task Force further concluded that a "substantial" industry effort beyond these basic changes, coupled with a reasonable approach in government regulation, could achieve a fuel saving in the U.S. automobile fleet of four million barrels a day by the same time period. Fuel use could be cut from a projected eight million barrels a day at the present rate of increase to around four million, compared to a present use of more than five million barrels a day.

The current automobile size mix is about 50 percent six-passenger cars, 25 percent five-passenger cars, and 25 percent four-passenger cars.

The absolute value of savings, the report says, depends upon the rate of introduction of various combinations of fuel-economical new cars, the de-

gree to which consumers purchase the more economical models, and the balance, timing and methods used in achieving other important national objectives such as air quality improvement, improvement in vehicle and highway safety, and the maintenance of a strong domestic automotive industry.

Without public acceptance and purchases, the most fuel-efficient design is useless. The mandated 27.5-miles-per-gallon fleet fuel consumption standard in 1985, for example, appears technologically feasible, but can only be realized with public cooperation and full understanding of the purpose. This issue looms as the major dilemma facing the federal government and the industry, in the report's view.

Projected fuel economy values range from 15 miles per gallon for the current six-passenger automobile to more than 30 miles per gallon for the six-passenger diesel and advanced engine powered vehicles which could be introduced in future years.

The new-car auto fleet average fuel economy can be increased 80 to 100 percent by the late 1980s by reducing car weight and utilizing technologically available power plants and advanced transmissions.

In the near term, the Task Force concludes, the manufacturers' average fuel economy standards set for 1978, 1979, and 1980, of 18, 19, and 20 miles per gallon respectively appear achievable by the automotive industry at current safety and emission standards, provided that the consumer buys cars in the traditional mix of sizes.

Analysis shows that fuel economies in the range of 26 to 27.5 miles per gallon can be achieved for a full line of automobiles (four, five, and six-passenger cars) under current safety and emission standards. However, to do so, the study indicates that a full-line manufacturer would have to institute one or more of the following steps:

- Reduce automobile acceleration below current norms, risking consumer rejection of the lower performance;
- Provide incentives which would lead to smaller cars taking a larger share of the market than at present;
- Adopt the light-weight diesel in appreciable numbers, although this involves unknown risks relative to problems with odor, smoke and other emissions and uncertain nitrogen oxide (NO) standards;
- Accelerate the development and introduction of upgraded transmissions, and
- Introduce innovative automobile structures in the early 1980s, a difficult changeover schedule in respect to both development and manufacturing.

Manufacturers of more limited model lines (small cars) probably would not be burdened by such steps. Thus, the manufacturer of a full line of automobiles may be placed at a competitive disadvantage with respect to the manufacturers of small cars, imported or domestic. To achieve the 27.5 m.p.g. fleet average, the report states that the full-line manufacturer will clearly have to place his small cars above 27.5 m.p.g. to balance the larger cars, which are not likely to meet this mileage.

This would mean that the full-line manufacturer's small cars would have to be lighter in weight or, more likely, lower in performance than those of his competitors which could be targeted at 27.5 m.p.g. The difference in performance could have a drastic market impact on the small car of the full-line manufacturer and thus make it even more difficult to meet the 1985 fuel economy standards.

The report says that with the fuel economy, emissions and safety steps put into motion by 1985, the fuel economy of the total automotive fleet will continue to improve beyond 1985 to at least 1995 as the later new cars take over the fleet.

The resultant fuel economy, potentially in the range of 30 m.p.g., the report adds, will depend essentially upon market actions, future safety and environmental regulations, and the results of ongoing research and development programs.

The study indicates that it is possible to achieve desirable improvements in fuel economy, safety and emissions while also holding the line on the many other factors affecting the automobile, such as initial cost, operating costs, changeover times and performance.

"If this possibility is achieved, as it should be, then the automobile can continue its major role. This means that the future prospects for automotive employment and the industry can be good," the report states. The nation thus will be able to have the valuable mobility provided by the automobile, with automobile use paralleling the increases in the driving-age population.

Explaining that a risk is involved, the report says that the rapid introduction over the next decade of new fuel-economy automobiles dictated by mandatory fuel economy standards will require, for the "big four" automobile manufacturers, a 15 to 25 percent increase in capital investment, amounting to $5 to 10 billion above normal spending levels, for facilities and equipment.

If cars continue to sell at normal rates, the report explains, this additional capital can be raised in the national money market, or can be internally generated, but there are definite risks associated with these investments, such as:

- Consumers may not buy the lighter cars in percentages which would yield the mandated fleet economies. Low consumer acceptance of models offered would result in low total sales, and industry investment and overall economic posture would be jeopardized;
- Ability to react to such uncertainties could create especially serious problems for smaller manufacturers less able to put up development funds and risk major capital on new directions;
- Changes in the national economy which have historically demonstrated overpowering effect on consumer buying power and habits cannot be ruled out;
- Potential changes in regulations on safety, emissions and fuel economy create further uncertainties. The same is true with respect to wholly new regulations which may be introduced, such as on sulfates.
- Unforeseen changes in technology which are not now clear could alter the development path.

Without public acceptance and purchases, the most fuel-efficient design is useless . . .

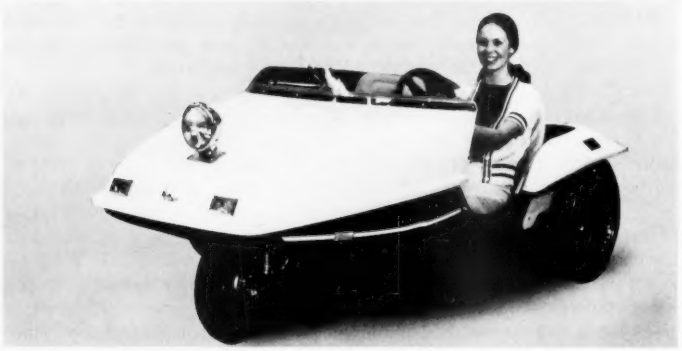
The report lists six additional issues of concern:

How rapidly can the auto industry change over to more fuel-efficient automobiles without an undue burden on itself, its suppliers, or on levels of employment? Ideally, the changeover should take place gradually, with adequate advance knowledge and with maximum flexibility for each segment of the industry.

How should the nation handle the risk which the automotive industry must accept in motor vehicle changeover to fuel-efficient models?

How can the considerable risks associated with

Since much energy-saving progress will depend on public acceptance of different ways of doing things, the enthusiastic reception of van-pooling in the areas where it has been introduced is particularly encouraging.



Though research on electric cars continues apace, no significant energy breakthroughs in this area are expected in the near future.

The prospect of a revolutionary new engine technology which would have a substantial impact on fuel efficiency within the 1980s is remote . . .

changeover be reduced for the smaller companies?

How may the federal government effectively balance the sometimes conflicting objectives of reduced energy, increased safety, and improved environmental quality in the requirements it imposes on the automotive manufacturers and their products, especially when these requirements are imposed by several independent agencies with separate authorities?

How far should passenger safety and emissions control be mandated into automobile designs? At what point do incremental costs outweigh incremental gains?

What changes should be made in federal policies and regulations to provide effective incentives for automobile manufacturers to more rapidly develop and supply automotive technology having substantial public benefits?

Great potential savings

The Task Force says that the value to the nation of the potential automobile fuel savings greatly exceeds the capital investment necessary to obtain these savings.

For example, the report explains, a 25-mile-per-gallon fleet average fuel economy, set against a 1975 average of 15 miles per gallon, will save over a 20-year period approximately 9½ billion barrels of petroleum, roughly the size of the Alaskan Prudhoe Bay Oil Field.

Assuming a static $11 per barrel price, this amounts to a saving of more than $100 billion.

On a less optimistic note, prospects for a highly efficient electric car, in the next ten years at least, appear slim, the report says. Substantial technological advances in batteries would be required before the electric car can offer a commercially viable alternative to gasoline or diesel-fueled automobiles.

Current and near-term electric automobile deficiencies in range, payload, performance, cost and overall energy efficiency would have to be overcome. Electric vehicles are feasible for special purposes, such as small postal delivery vans, and offer flexibility in fuel use, but the total national effect on petroleum consumption within the next 15 years will be minimal.

The prospect of a revolutionary new engine technology which would have a substantial impact on fuel efficiency within the 1980s is also remote, the report says.

Fuel efficiency improvements will derive primarily from improvements in present body and frame structures, gasoline and diesel engines and their drivetrains. However, advanced engine technology, such as the gas turbine or the external combustion Stirling type, might enter the market in the last half of the 1980s and could provide, in the decade of the 1990s, another option for reducing automotive fuel consumption, or for reducing emissions, in addition to offering a multi-fuel capability.

The Task Force says the transition to more compact, properly-designed, lighter-weight automobile designs is not likely to increase auto occupant fatalities and injuries. ☆

Energy Digest

400,000-ACRE LABORATORIES . . . Nearly 400,000 acres of land at two sites in Washington and New Mexico have been designated by the Energy Research and Development Administration as the third and fourth in a planned network of National Environmental Research Parks. ANERP is an area set aside as a protected outdoor laboratory for scientists to study the impact of man's activities on the natural environment, particularly those activities related to energy resource development or use. The designated lands surround facilities on ERDA's Hanford Reservation near Richland, Washington, (365,000 acres), and its Los Alamos Scientific Laboratory in New Mexico (27,000 acres). NERP's were established previously at ERDA's Savannah River Plant, Aiken, South Carolina, in 1972, and Idaho National Engineering Laboratory, Idaho Falls, Idaho, in 1975.

ENERGY CONTRACTS SOAR . . . The U.S. Government awarded over 100 contracts, averaging more than $1 million each during October to American firms involved in energy-related R & D projects. According to the Commerce Business Daily, this was a six-fold increase over the number of energy research contracts it publicized in October 1974. During this same period the dollar value of these contracts soared from $3 million to more than $125 million. For a free sample copy of Commerce Business Daily, which synopsizes all major government contracts, write to: Commerce Business Daily, Room 1304, 433 W. Van Buren St., Chicago, Illinois 60607.

BURY THEM NOT . . . Claiming that two burial sites for nuclear wastes have already released radioactivity into the environment, the Natural Resources Defense Council has asked the Nuclear Regulatory Commission to declare an immediate moratorium on the licensing of new sites. In addition, the group's petition asked for immediate enactment of a series of emergency regulations, including a thousand-fold increase in the fees charged to the nuclear industry for disposing of waste materials contaminated with plutonium, which remains dangerous for hundreds of thousands of years. "These low-level waste deposit sites may contain as much plutonium by the turn-of-the-century as high-level wastes, yet they have received very little scrutiny" said Dr. Terry Lash, a staff scientist in the Council's Palo Alto office. Current disposal sites are located at West Valley, N.Y.; Morehead (Maxey Flats) Ky.; Sheffield, Ill.; Barnwell, S.C.; Beatty, Nev.; and Richland, Wash. Under the council's proposal, charges would rise from about 15 cents to $57 per cubic ft. to pay for disposal of plutonium wastes in salt mines deep below the surface of the earth.

THIS IS PROGRESS? . . . The most energy-efficient method of feeding people is through hunting and gathering, according to New York energy consultant J. D. Moody, where a single BTU of investment yields about 30 BTU's in return (presuming that there is something to hunt and gather!) Contrast that with growing corn in Iowa, where we invest a BTU and we we get back only about 2.8 BTU's. For soybeans, we invest 2 BTU's for every BTU returned. We invest 10 BTU's for a BTU of rice. We invest 33 BTU's for a single BTU from commercial fishing. We invest 78 BTU's for one BTU from cornfed beef. These are extravagances and we can hardly afford them, Moody points out. The production of electricity takes three BTU's of energy in the form of gas or coal to make one BTU of electricity. "Yet our whole life style is moving in the direction of being electrified," says Moody. "The efficiency has to be improved if we're going to be able to continue to do this."

WASTE-BASED HOMES? . . . Browning-Ferris Industries of Houston has contracted with ERDA to evaluate the use of refuse-derived fuel as a supplemental energy source in the manufacture of portland cement. Since most cement plants are located close to major metropolitan areas, there is an ample and readily accessible supply of solid waste available for producing the potentially low-cost fuel. Additionally, the modifications necessary for a cement plant to burn refuse-derived fuel are relatively simple. Preliminary survey results are due before mid-1977.

AHEAD OF SCHEDULE IN ALASKA . . . The $1.1 billion terminal at Valdez for the trans-Alaska oil pipeline will be ready to receive the first flow of oil from the North Slope three months ahead of schedule according to its builder, Fluor Alaska, Inc. Fluor expects to complete phase one of the terminal by April 1. This would provide a comfortable margin for receiving the flow of 600,000 barrels of oil per day scheduled in July. The flow rate will be increased to 1.2 million barrels per day a few months later under phase two.

Public-Private Talent Interchange Benefits All

MIDDLE-LEVEL MANAGERIAL PERSONNEL EXCHANGE LETS DECISION-MAKERS SEE HOW OTHER SIDE OPERATES

Aside from the more highly-publicized search for talented people to fill the top government jobs for the next four years, there is another talent hunt going on in Washington for middle management types in both business and government to spend a year working on the other side of the fence.

The President's Commission on Personnel Interchange recruits more than 50 executives each year for its unique job-swapping program. The recruiting effort for 1977, the program's seventh year, is now under way.

Specifically, high-potential middle managers from both the federal and the private sectors are being sought for one-year assignments in their opposite sector as part of the President's Executive Interchange Program.

The Interchange program is designed to foster a better understanding and working relationship between the private sector and the Federal Government.

"The benefits to the individuals, the host and sponsoring organizations, and the nation as well, have proven substantial," according to Jay F. Morris, executive director of the Commission.

Increased awareness

Participating executives have a unique opportunity for professional growth by acquiring an increased awareness of the mission, operations and methods of their opposite numbers in the federal government or the private sector during the important middle period of their careers. While talented private executives gain experience in the government sector, outstanding government executives are assigned to responsible positions in the private sector.

"The nation benefits," Morris said, "by the development of promising leaders in government, business and education who have both the ability and the broadbased experience to deal effectively with complex national issues in the future."

Program participants come from executive positions ranging across the full spectrum of the management process.

During the seven years of the program's existence, private sector participants have come from such diverse backgrounds as general management, marketing, finance, law, engineering, education administration and association management. In their Interchange assignments, the private executives have held senior staff positions involved with important national issues including energy, inflation, environment, housing and transportation.

Participants from the federal sector have been privately employed in such fields as urban development, international relations, management information systems, economic planning and industry analysis. They have used their management skills and technical expertise to show their host companies where major savings can be realized in procurement procedures and program design. Others have assisted in technical computing efforts, systems designs and program analyses.

In addition to their regular job assignments, Interchange executives participate in an extensive educational program conducted by the Commission staff.

European seminar

In the middle of the interchange year, all executives participate in a ten-day International Study Seminar in Europe. They meet with senior officials of various governments to explore their countries' trade, social, political and military relationships with the United States and their roles within the European Community and NATO.

Throughout the Interchange year, the Commission arranges weekly sessions for the private sector executives in Wash-

BASIC TRAINING—*Prior to reporting to their assigned governmental jobs, private sector participants in the President's Executive Interchange Program attend a week-long series of familiarization briefings. Above, last year's group listens to Civil Service Commissioner Jayne Spain explain the central role played by her agency.*

ington. Featuring cabinet officers, members of congress, agency heads and other prominent national figures, these sessions are informal and allow in-depth discussions of issues.

Where feasible, federal executives assigned to businesses are involved in similar programs in their host areas addressing issues that face the private sector. Featured are chief executive officers and senior officials of private sector organizations, local government leaders and academicians.

Nominations of prospective Interchange executives must be made by the top level management of their organizations. Federal candidates are nominated by the heads of their agency. Nominees are interviewed by Commission members, and selection is based on an evaluation of leadership, initiative and management ability, a history of significant on-the-job accomplishment and the potential to become a senior executive in the sponsoring organization.

Once selected, Interchange executives are matched with positions in which they can utilize specific skills and experience and which will provide them with maximum opportunity for personal growth and increased understanding.

Organizations wishing to sponsor or host a Presidential Interchange Executive should contact the President's Commission on Personnel Interchange, 1900 E St., NW, Suite 1316, Washington, D.C. 20415, (202-632-6834). Nomination forms for potential Interchange executives should be returned to that address by March 1 for federal sector nominees and March 31 for private sector nominees.

Government Regulation Under A Microscope At Recent Conference

Every year, 5,146 different required reporting forms, exclusive of tax forms, are distributed to business by the Federal Government. Completing these forms requires an estimated 130.5 million workhours annually, according to the American Management Associations (AMA). A leading automobile manufacturer estimates its cost of complying with these and other government requirements at $1.3 billion per year.

With this background, the AMA decided to hold a First National Forum on Business, Government and the Public Interest in Washington, D.C., last month. Nearly 300 interested participants heard such experts as Ralph Nader; Senators Gary Hart and Edmund S. Muskie; J. Kevin Murphy, a vice-chairman of the AMA; Robert D. Lilley, President (ret.) of American Telephone & Telegraph Co.; Harry Holiday, president of Armco Steel Corp.; Cornell Maier, president of Kaiser Aluminum and Chemical Corp.; and Dr. Walter W. Heller, professor of economics at the University of Minnesota.

Workshops were scheduled on equal employment, privacy laws, government regulation at the state level, and the various federal regulatory agencies: the Occupational Safety and Health Administration, the Environmental Protection Agency, the Federal Trade Commission, the Consumer Product Safety Commission, the Securities and Exchange Commission, the Federal Communications Commission, and others.

The Forum also considered the other side of the coin: the benefits of regulations. According to the Senate Government Operations Committee, car safety regulations, combined with the 55-mile-per-hour speed limit, have cut highway deaths in half. And the Consumer Product Safety Commission states that in the two years since child-resistant closures have been required for aspirin products, deaths due to aspirin ingestion by children under age five have been reduced by 48 percent.

A basic complaint of the business community, however, is with agencies that have issued contradictory regulations of disputed value.

Regulatory crisis approaching

According to James L. Hayes, AMA president, "We are on the verge of what amounts to a regulatory crisis, a nightmare for all concerned, especially the consumer, because the consumer is the one who pays for regulation . . . Unless we do something now to create an understanding among the major sectors involved, we may become hopelessly enmeshed in a maze of misunderstandings, conflicting policies and decisions, which, instead of helping the economy prosper or protecting the public interest, may cause economic stagnation and public unrest."

Among the subjects considered by the speakers: the changing focus of legislation, from profit to product, from civil to criminal liability; the real cost of regulation — economic, social, political, moral; present trends in the legislative/regulatory process; the changing role of Congress, the regulatory agencies and the courts; enacted vs. enforced legislation; the prospects for national economic planning; and privacy legislation.

Senator Hart saw the three areas in which government is exercising increasing control as price regulation, tax subsidies and incentives, and health and safety regulation. He opposed the first, wished to see more study devoted to the second, and advocated experimenting in the third area to try to come up with less burdensome requirements. He stressed the need for more congressional oversight, and supported the "sunset" legislation, which would require a federal agency to justify its existence periodically or go out of business.

Ralph Nader outlined the areas in which he felt regulatory reform was needed: the procedural process, opening up meetings (the "sunshine" law), advisory committee reform, conflicts of interest, "sunset" legislation, the role of the General Accounting Office and the Congress, the slow response of the regulatory agencies to petitions, the Freedom of Information Act, the imbalance of power between sellers and buyers, and accountability.

His recommendations for improvement: continued criticism, increased competition, making use of innovative ideas (which are already available), and, always, an acknowledgment of consumer rights. If these goals are achieved, he foresees a diminishing need for regulation.

Adversary nature decried

Robert D. Lilley expressed his concern with "the intensely adversary nature that has begun to characterize the public sector/private sector division and by the either/or formulations that so often flow from this opposition of interests. I recognize that the role of government has been central politically throughout this country's history—beginning at least with the divisions that parted Jefferson and Hamilton . . . What troubles me, however, is that we have accepted and in fact perpetuated a *routine* hostility—as if there were something in the natural and eternal order of things that established it permanently."

Among the drawbacks of regulation he cited "the often bewildering array of standards . . . the costs . . . what many people consider intrusions in the area of civil rights and personal discretion . . . There are also the restrictive effects of regulation that some companies contend have hobbled them in their efforts to compete effectively in foreign markets . . . But the case *for* government intervention is just as easily made. It is made by the history of Western society. It is made by the developments of our own time. And—to conceal the fact no longer—it is made by businessmen themselves whenever it suits their interests."

He recommends the public interest as a guide in place of any other standard. And he means that it be used in "a serious reordering of our approach to the whole spectrum of business, government and consumer relations."

"What I envision . . . is a set of standards or guidelines that might be applied industry-by-industry spelling out the public interest requirements that would then take their place—a primary place—in the industry's planning."

Capital Spending Flattens Out; No Immediate Rise Seen

After rising substantially since 1975, capital spending leveled off in the last half of 1976 and in terms of constant dollars is expected to continue at approximately the same level in the first half of 1977. (For a discussion of capital spending's role in the national economy, turn to story beginning on page 4.)

According to a survey conducted in late October and November by Commerce's Bureau of Economic Analysis, U.S. business planned to increase capital spending in terms of current dollars 4.3 percent in the fourth 1976 quarter, 1.2 percent in the first 1977 quarter and 1.5 percent in the second 1977 quarter.

The survey found that capital spending for the first half of 1977 in current dollars is planned at $130.3 billion at a seasonally adjusted annual rate. This is 4.1 percent higher than the second half of 1976 and 11.9 percent higher than the first 1976 half. Capital spending in the third quarter, at an annual rate of $122.6 billion, was 3.7 percent higher than the second quarter.

Capital spending for the full year 1976 is expected to total $121.2 billion in current dollars, 7.5 percent above 1975. Spending in 1975 was $112.8 billion, a mere 0.3 percent increase over 1974.

To adjust these figures for inflationary effect, the survey points out that the implicit price deflator for fixed nonresidential investment in the national income and product accounts rose at an annual rate of 4 percent over the first three quarters of 1976.

If the latest spending plans reflect price rises of that magnitude, an increase in real investment of about 3 percent is indicated for 1976. The first half of 1977 would show virtually no change from the second half of 1976, but would be nearly 8 percent above the first half.

The planned increase in capital spending from the second 1976 half to the first 1977 half, expressed in current dollars, the survey explains, reflects gains in both manufacturing and nonmanufacturing.

The expected increase in manufacturing is 3 percent. Durable goods producers plan to increase spending 4 percent, reflecting large increases in the transportation equipment industries. An increase of 2 percent for nondurables producers is attributed mainly to the rubber, textile, and food beverage industries.

In nonmanufacturing, the survey found, a 5 percent increase in the first half of 1977 over the second half of 1976 in current dollars reflects substantial increases planned by electric utilities, airlines, and commercial firms.

Taking the entire year, manufacturers expect their 1976 capital spending to increase 10.5 percent over 1975. Nondurables producers expect a 12.5 percent rise, with the largest increases consisting of 26 percent in textiles, 20 percent in food/beverage, and 18 percent in paper. Petroleum shows a 12 percent gain.

Durables producers expect an 8 percent increase, with motor vehicles and stone-clay-glass reporting the largest increases, namely, 20 and 18 percent respectively. Electrical machinery is up with 14 percent, and nonelectrical, 12 percent. Decreases are expected by the primary metals producers, 6 percent for nonferrous and 2.5 percent for iron and steel.

Spending by nonmanufacturing industries is scheduled to rise 5 percent in 1976 as compared with 1975, with 13 percent increases by "other transportation" and 11.5 percent by public utilities. Airlines expect spending to decline 28 percent, and railroads, 8 percent.

Improved County Business Report Series Being Issued

The first of the most recent series of County Business Patterns reports—that for New Mexico—has been released by Commerce's Bureau of the Census.

The series—which will include reports for each state as well as a U.S. summary volume—reflects business activity in 1974 and is the only source of data for economic enterprises for all counties in the U.S. in the years between the Economic Censuses. The new reports also reflect the results of an extensive program to enlarge the scope of the data so they will be more valuable to users.

A major innovation is the collection and tabulation of data on an establishment basis, rather than on a reporting unit basis as in the past. This means that each physical location of a multi-establishment firm is now counted separately. Not only will this give a more accurate picture of the economic activity of each county, but it will make County Business Patterns largely compatible with data gathered in the Bureau's five-year Economic Censuses.

Two other important changes have been made. The latest reports use 1972 Standard Industrial Classification (SIC) codes whereas previous tabulations were based on 1967 SIC codes. And, the new reports show total first quarter payroll and total annual payroll data in order to present more meaningful information concerning those industries for which first quarter data are not indicative of their annual operations.

Data in the new reports cover most of the economic divisions of the 1972 SIC code, including agricultural services, mining, construction, manufacturing, transportation, public utilities, wholesale trade, retail trade, finance, insurance, real estate, and selected services.

The primary data items in the new reports include SIC code, industry, number of employees for week ending March 12, payroll for the first quarter and the full year, and number of establishments by employment-size class.

Separate tables by major industry group provide data and size detail on firms employing more than 1,000 persons.

Reports in the County Business Patterns series are available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402 or from Commerce District Offices in major cities throughout the U.S. The New Mexico report (CBP 74-P33) is priced at $1.45.

A Year Without Hurricanes! But '77 Could Be A Zinger

There was no Galveston in 1976 or other disastrous tropical hurricane. But probably the nation should keep a double watch in 1977, because such luck is not likely to last.

Galveston refers to the deadliest natural disaster in North American history when a powerful tropical hurricane swept over Galveston Island in September 1900 drowning 6,000 persons. There have been other killer hurricanes since, but none as bad as this one.

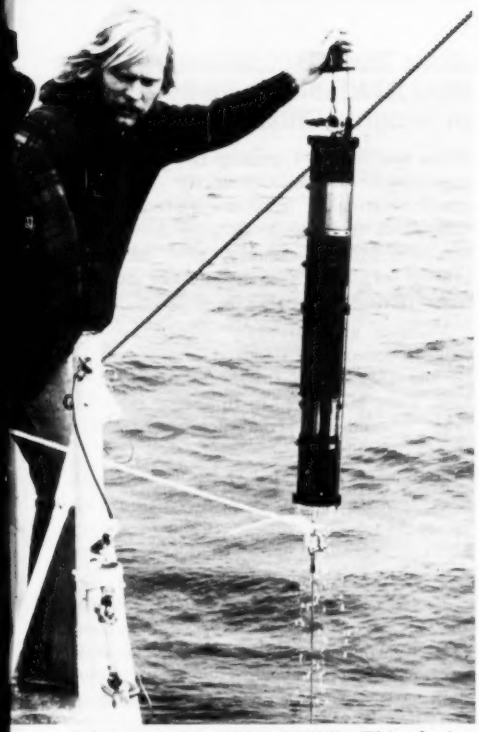
September is the peak month for hurricanes. The hurricane season, however, formally ended November 30, and there is no likelihood of hurricanes now until the warm months of 1977.

"As far as we were concerned," says Dr. Neil L. Frank, Director of the National Hurricane Center of the National Oceanic and Atmospheric Administration (NOAA), in Miami, "this was the year without a September. The effect was that, for the first time since 1962, there were no tropical storms or hurricanes in the Gulf of Mexico or the Caribbean."

Dr. Frank says weather patterns over hurricane-producing areas of the Atlantic went from a "mid-summer pattern to a late-autumn pattern very rapidly this year without ever producing the typical September pattern which has so often produced super-hurricanes in the past."

He explained, however, that "while this pattern of tropical storm and hurricane formation was extremely unusual, it should under no circumstances be regarded as a reason for apathy along the U.S. Gulf and Atlantic Coasts next year.

"We simply cannot anticipate seasons like this. Next year could be the season for the Gulf and Atlantic Coasts to be hardest hit."



BACK FROM THE DEEP—*This device, developed by scientists from Commerce's National Bureau of Standards and the University of Maryland, can retrieve sea-floor bacteria at the same pressures they are used to in the depths. Study of such pressure-loving organisms is considered crucial to understanding the ocean's ability to decompose the debris of an industrial society.*

Device Retrieves Sea-Bed Bacteria Samples At Pressures They're Used To

A new device may provide some answers based on fact rather than guesswork regarding the effectiveness of deep sea bacteria in decomposing petroleum and domestic and industrial wastes dumped into the ocean.

The device is a noncontaminating deep ocean sampler by which water samples may be retrieved at the deepest ocean depths, ranging up to about six miles, while essentially maintaining the retrieved samples at the pressures corresponding to these depths. The study of pressure-loving organisms in the deep ocean has been limited by the change in pressure that normally occurs during retrieval by conventional water-sampling techniques.

Study of such organisms is considered a critical step in understanding the microbial ecosystem of the deep sea. The decomposition of petroleum and other materials by deep sea microorganisms has been of special interest because of the increased attention given to offshore exploration and development of gas and oil resources and deep-ocean dumping of domestic and industrial wastes.

If deep sea bacteria do not decompose organic and inorganic wastes very rapidly, scientists explain, the oceans may become overloaded with foreign materials to such an extent as to affect their productivity and, in time, human activities dependent on the sea. The overall research is designed to provide useful information about the kinds and activities of deep sea bacteria.

The new instrument was developed by physicists Meyer Waxman, Harry A. Davis and Dr. Max Klein of the Institute for Basic Standards of Commerce's National Bureau of Standards (NBS), and microbiologists Dr. Rita R. Colwell and Paul S. Tabor in the University of Maryland Department of Microbiology. The research was funded by NBS and a grant from the National Science Foundation.

The sampler is said to be relatively inexpensive, small, about 36 kilograms in weight, corrosion resistant and safe to operate. It is rugged and reliable enough to be used in any deep sea ocean biological sampling, even from aboard a vessel having relatively primitive equipment. It can be operated from a ship's cable or from a free fall vehicle and relies only on mechanical spring power for operation.

The sampling chamber functions as an incubating chamber in which potential organisms in the sample can be cultured and experiments carried out on their metabolic activities. Subsamples may also be removed from the chamber without decreasing the chamber pressure and without decompression of the subsamples.

In one experiment conducted on deep sea bacteria, scientists found that the microorganisms biologically degrade petroleum, but that the process proceeds extremely slowly.

Management Courses Offered At Home, Work Or College

The American Management Associations is offering 35 management education courses for independent self-study, in-company training or continuing education classes at local colleges. The courses are divided into several series: general management skills, managerial finance and control, management and the computer, and marketing management.

All 35 courses are available in independent self-study format; 15 have leaders' guides, enabling them to be held in-company for a group of employees. Eighteen colleges and universities offer AMA courses, for those who feel that the higher cost involved is justified by interaction in a classroom setting and by college faculty instruction.

For a brochure outlining the course offerings, write American Management Associations Extension Institute, 135 West 50th St., New York 10020.

Many Industries Increased Productivity In 1975

Productivity increased in 1975 in more than half of the industries for which the Department of Labor's Bureau of Labor Statistics regularly publishes measures. These gains were in contrast to 1974, when productivity declined in a majority of the industries measured.

The growth in industry productivity was in line with the productivity gain in the nonfarm business sector, which increased 1.8 percent in 1975. In many industries, as well as in the nonfarm business sector, output declined, but employee hours declined even more, resulting in the productivity gains.

Motor vehicle manufacturing, one of the more significant industries covered, recorded a very large productivity increase in 1975. The increase—7.6 percent—was more than double the industry's long-term rate of productivity advance of 3.6 percent, and was based on a drop in output of 6.9 percent and a much larger decline in employee hours of 13.5 percent.

On the other hand, steel manufacturing, another key industry, had its largest productivity falloff in the currently published series, with a drop of 11.6 percent. Output declined by a near record 24.3 percent while employee hours fell by 14.4 percent.

Also gaining more than 5 percent were metal can manufacturing, footwear, bakery products, pharmaceuticals, cigarettes, soft drinks and hosiery.

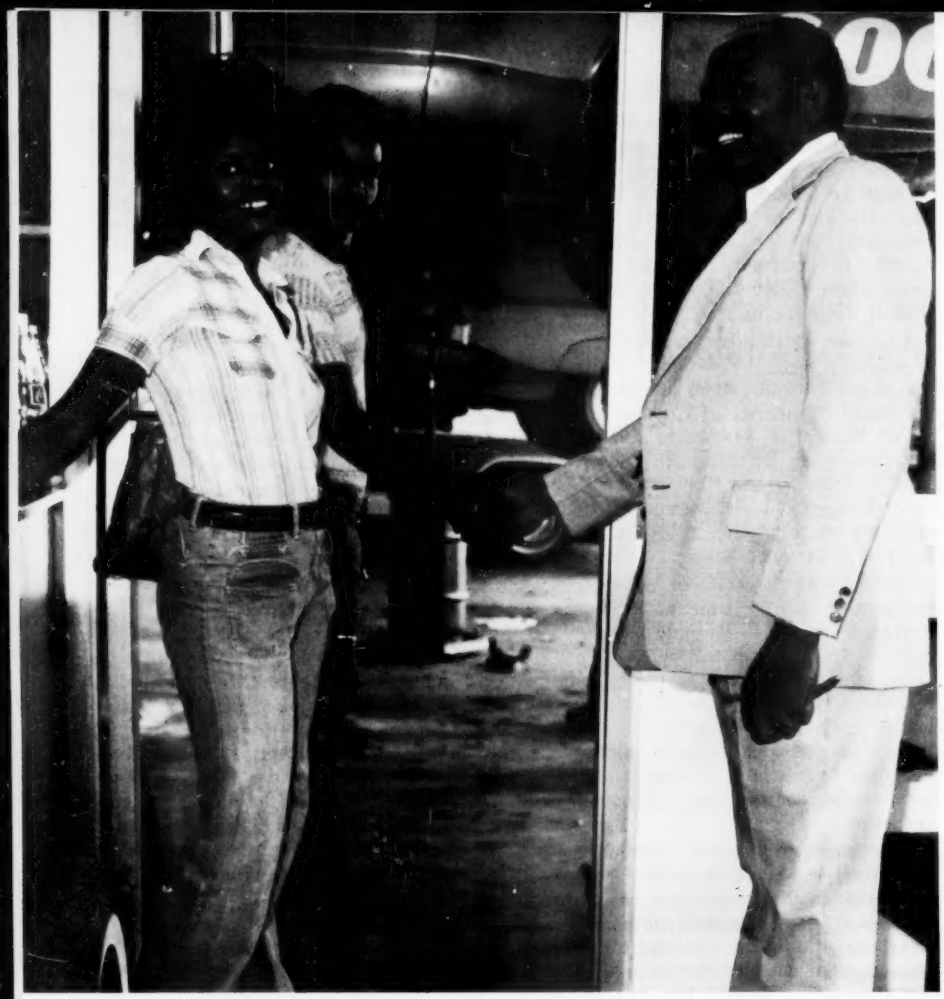
Productivity declines were noticeable among durable goods manufacturing industries, many of which posted record output declines due to a falloff in demand for their products. Among those with declines were gray iron foundries, aluminum, copper rolling and drawing, household appliances, clay refractories, radio and television sets, and hydraulic cement.

Among mining industries, coal mining had a record productivity decline of 10.4 percent, the seventh consecutive year of decrease. Productivity also dropped in iron mining and nonmetallic minerals. Productivity increased 8.2 percent in copper mining, however.

In transportation, railroad and trucking productivity both fell. Output was down significantly in those industries, due to the widespread drop in manufacturing activity in 1975. On the other hand, air transportation had a gain in productivity of 1.2 percent, and pipelines grew by 1.5 percent.

In other nonmanufacturing industries, productivity grew in telephone communications, hotels and motels, and gas and electric utilities, and fell in gasoline service stations.

Details are available from the Bureau of Labor Statistics, U.S. Department of Labor, Washington, D.C. 20210.



SUCCESS STORY—*Jim Shaw, right, greets customers at his Winston-Salem tire company. Shaw's firm has a lucrative contract with R. J. Reynolds Tobacco Company.*

TOBACCO FIRM ACCOUNT GIVES NEEDED BOOST TO MINORITY BUSINESSMAN

Black businessman Jim Shaw has a secret weapon that helps him run a minority business successfully: hard work. The 39-year-old Winston-Salem, N.C., businessman owns Shaw's Tire Company, which recently wrapped up a good-sized slice of the R. J. Reynolds Tobacco Company's tire account.

Shaw started working early, helping his father sharecrop when he was only five years old. As a young man he moved to Winston-Salem and worked in a hotel, restaurant and retail store. In 1957 he went to work for the Reynolds Company in one of its tobacco factories. Although he worked his way up, ten years later he felt he wanted something more: being his own boss.

Shaw heard of a service station for sale, and took his profit-sharing money earned at Reynolds and bought the business. When he took over the station it was selling 17,000 gallons of gasoline a month. In two years, he had raised the the total to some 65,000 gallons a month.

In 1969, Shaw became the first minority B. F. Goodrich tire dealer in the United States, and he began calling on R. J. Reynolds for their tire account. Reynolds kept sending him back for better prices.

"They taught me something about business," Shaw says of Reynolds. "They wanted to help me but they wanted even more to turn me into a businessman."

Eventually, his price was right and Reynolds started sending him business. When a downturn occurred in the economy, a Reynolds executive helped Shaw over the hurdle with financial advice, and another Reynolds staff member arranged a business loan. Reynolds also made plans for Shaw to do the recapping of tires to service the needs of the giant Sea-Land Corporation in New Orleans, a subsidiary of Reynolds Industries.

Shaw's business is now very successful. He holds many civic posts, including vice-president of the regional Boy Scouts Council, a member of a Governor's Committee, and several community service organizations. Yet he still works alongside his employees to get the job done.

More Than $100 Million Now Available To Invest In Minority Enterprises

With the recent licensing by the federal government of new minority enterprise small business investment companies (MESBICs) in New York City and Houston, the MESBIC industry now has $100 million available for investment to promote minority-owned businesses.

MESBICs are privately owned venture capital companies licensed and regulated by the U.S. Small Businesss Administration. They specialize in financing business firms owned by economically disadvantaged individuals.

Under the authority of the Small Business Investment Act, SBA can provide up to $4 of government funds for every $1 of private financing to licensees capitalized at $500,000 or more.

MESBICs are located in 30 states, the District of Columbia and Puerto Rico. The average capitalization is slightly over $500,000. They provide financial assistance to every type of small business, including retail and wholesale trade, service industries, manufacturers and construction companies.

Besides financing, the 86 MESBICs now operating nationwide also offer management and technical advice to the owners of the firms they finance.

The newly licensed MESBICs, American Asian Corp. of New York, and Financial Corporation of Houston, boost the total amount of private capital invested in MESBICs to $47.9 million.

Under MESBIC regulations, the $47.9 million in private funds are leveraged with government loans and preferred stock valued at $52.8 million to make available a basic pool of over $100 million for direct investment in minority-owned enterprises. And direct MESBIC investments can spur as much as $900 million of additional financing from commercial lending sources.

The American Asian Corp., capitalized at $503,000, specializes in financing firms owned by Chinese Americans. It is the fourth Chinese-owned and operated MESBIC ever formed, and the second located in New York City. The other two are in California.

Financial Corporation of Houston is owned by 35 stockholders, most of which are Houston corporations. Together they invested $770,000 in the new MESBIC.

The Office of Minority Business Enterprise, established in 1969 in the U.S. Department of Commerce, coordinates federal and private sector activities in support of the development of minority-owned businesses. As such they market the MESBIC concept and help prospective operators prepare applications and set up their organizations.

NATURAL GAS SUPPLY DOWN, BUT NO CRISIS SEEN THIS WINTER

Natural gas supplies will be a little tighter across the nation this winter . . . but adequate.

Natural gas curtailments to end-users under normal weather conditions for the coming winter are estimated at 1.84 trillion cubic feet, an increase of 424 billion cubic feet, or 30 percent over curtailments actually experienced last year. However, as long as normal winter weather prevails, supplies of alternate fuels nationally should be adequate to cover the projected curtailments of natural gas.

No curtailments of residential customers are projected for the current heating season which runs through March 31. However, some curtailment of commercial customers is projected and—as was the case last year—industries and electric utilities are expected to be hit the hardest.

The Federal Energy Administration estimates that some commercial customers with no alternative fuel capability in Ohio, Iowa, North Carolina, and Indiana could have problems if there is a prolonged cold spell this winter. When such customers are identified, they are referred to the Natural Gas Action Group in the Department of Commerce, which assists companies impacted by curtailments.

Curtailments, by themselves, are not a meaningful measure of the impact of the natural gas shortage on end-use customers. The final impact on end-users depends also upon the availability of alternate fuels, supplemental gas, or emergency gas used to offset the curtailments.

Inventories of middle distillates and propane were high as the nation entered the heating season.

Primary stocks of heavy fuel oils are lower than last year, but refiners and marketers are expected to rely on reserve capacities to meet this winter's demands. The electric utility industry, one of the largest users of residual fuel oil as an alternate fuel, has higher oil stocks than in either of the past two years.

FEA's projections show that a prolonged cold weather period could place a temporary local strain on delivery capabilities affecting the availability of propane in Georgia, Maryland, North Carolina, South Carolina, Tennessee and Virginia. Such a situation could also affect availability of middle distillates in Arizona, Kentucky, Tennessee and West Virginia.

The FEA's curtailment predictions are based on responses to an FEA survey by 1,700 gas distributing companies accounting for about 95 percent of total deliveries to end-users of natural gas. These predictions are based on projected winter weather conditions as estimated by the reporting companies for their marketing areas.

The major impact of incremental gas curtailments this winter over last winter will be higher costs for additional alternate fuels used to replace the larger amounts of missing gas. The magnitude of these additional costs relative to last year could be from $550 to $650 million across the nation.

FEA is encouraging natural gas users to line up supplies of alternate fuels. The agency itself will allocate emergency supplies of propane if necessary.

These actions are in addition to the agency's proposing and supporting emergency legislation to allow curtailed users to obtain additional gas supplies from the intrastate market.

Survey Lists Sources On Properties Of Metal

Engineers and others needing information on the electrical and magnetic properties of metals will be interested in a new publication from Commerce's National Bureau of Standards. *Critical Surveys of Data Sources: Electrical and Magnetic Properties of Metals* is a directory of authoritative sources of numerical data on electrical and magnetic properties of metals, with emphasis on commercial alloys.

It is the fourth in a series of surveys, the others covering mechanical properties of metals, ceramics, and the corrosion of metals.

The survey includes details on 59 sources, such as handbooks and other publications, information centers, trade associations and technical societies. Information on the properties and materials covered, criteria used in selection of data, size of data bank, cost of data access if any, and other pertinent details are also included.

The survey should be particularly useful to engineers involved in the design of equipment where the properties of metals must be known. It will also help researchers determine what significant properties are generally available on important materials, what group of materials might provide a minimally representative list of well-documented property data sets, what property determinations are most conspicuously lacking and what existing compilations might afford the best base for building a standard reference data set for electrical and magnetic properties.

The survey is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20234, SD Catalog Number C13.10:396-4, for $1.55.

The other reference books in the series, which can be obtained from the same address, are:

Critical Surveys of Data Sources: Mechanical Properties of Metals, SD Catalog No. C13.10:396-1, $1.25;

Critical Surveys of Data Sources: Ceramics, SD Catalog No. C13.10:396-2, $1.25;

Critical Surveys of Data Sources: Corrosion of Metals, SD Catalog No. C13.10:396-3, $1.30.

In all cases, add 25 percent for foreign mailing.

Photo Industry's Explosive Growth Detailed In Report

The whys and wherefores of the explosive growth in the nation's photographic industry are presented in a recently-released Commerce study.

Published by the Domestic and International Business Administration, the report outlines the industry's major contributions to the economy and gives some insights into the factors that spurred its growth during the decade from 1963-73.

The report describes the products classified as belonging to the photographic industry and examines their applications. It also analyzes its marketing structure and competitive position in world production and foreign trade.

As the study points out, the United States continues to be the world's major exporter of photographic products. In 1975, exports were valued at $1.1 billion, almost a seven-fold increase over the $161 million exported in 1963.

Geographically, the northeast region of the country produced about 80 percent of the industry's output and accounted for 73 percent of total industry employment in 1972. The major manufacturing facilities of Eastman Kodak, Xerox, Polaroid and GAF are located in this region.

The industry is highly concentrated. Four out of 554 companies accounted for 75 percent of the industry's value of shipments in 1972.

The decade's innovations and improvements in equipment which have given rise to new technologies and greatly expanded the use of photographic techniques are covered in detail. It also evaluates the photographic techniques benefiting the commercial-industrial-professional user.

Copies of this publication are available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. The price is $1.70. Copies can also be purchased at Commerce Department District Offices.

MISSISSIPPI RIVER KEY TO MAJOR POTENTIAL INDUSTRIAL EXPORT NET

Industrial sites along Mid-South waterways feeding into the Mississippi River have exceptionally large potential for expansion of U.S. export trade, with a consequent great increase in jobs and the gross national product and tax revenues.

This point is made in a report recently issued by Commerce's Economic Development Administration. EDA analyzes the potential for economic stimulation and job creation of 123 industrial sites along the Mississippi River and other mid-South waterways.

The report comments that, while about 250,000 firms in the U.S. are believed to have an export potential, only 20,000, or 8 percent, sell their products abroad.

It has been estimated, the report says, that if this rate could be increased one percentage point a year, more than 2.5 million jobs would be created, the gross national product would rise by $65 billion, and $17 billion would be added to federal tax revenues. This estimate is based on what is regarded as a conservative calculation of 40,000 jobs for every billion dollars of additional exports.

The nation exports, according to another estimate, only 5 percent of its gross national product, while Japan exports 13 percent, Canada 20 percent, and the Netherlands 36 percent of their GNP.

The report comments that since the 1950s export business has grown one-third faster than all other U.S. industry. New firms, it points out, became exporters when the prices of U.S. products became competitive due to technology advances, dollar devaluations, and other currency changes.

John W. Eden, Assistant Secretary of Commerce for Economic Development, said the engineering and economic study on which the report is based will help federal and state agencies and local communities plan for long-range industrial development in the region.

The 123 industrial sites analyzed in the report are located along the Mississippi River and its tributaries and the Gulf intra-coastal canal.

Eden said they have access to about 10,000 miles of improved shoreline connecting 20 states, and also have access to industrial areas in Pittsburgh, Cincinnati, Chicago, Minneapolis, Memphis, Kansas City, St. Louis, New Orleans, Houston, Mobile, Nashville, Chattanooga and Knoxville.

"The importance of the study to the survey team," Eden observed, "is the potential it uncovers for U.S. manufacturers to take advantage of expanding overseas markets."

Included in the study are 24 industrial sites at 15 established ports and 99 others adjacent to the shipping centers.

The sites were analyzed for physical features such as accessibility by all forms of transportation; the availability, suitability, and assurity of land; and available utilities. Also considered were the labor forces, the current level of commodity shipments and the propensity of each area to develop products for exports.

The report is entitled *Waterfront Industrial Sites in the Mid-South.* The study was conducted by the Regional Economic Development Center of Memphis State University, Memphis.

Copies may be obtained from the National Technical Information Center, Springfield, Va. 22161. Refer to PB-258704AS.

Calendar Of Business Events

Jan. 5—Gaithersburg, Md.—Symposium on Commodity Supply Policy, National Bureau of Standards. Contact: Gregory Tassey, A 735, Admin. Bldg., NBS, Washington, D.C. 20234 (301-921-3171).

Jan. 5—San Francisco—Time Mgt. for Managers seminar, Golden Gate Univ. Contact: Dorothy Satir, Ctr. for Mgt. Development, Golden Gate Univ., 536 Mission St., San Francisco, Calif. 94105 (415-391-7800, ext. 323).

Jan. 8—San Francisco—Incorporating for Professionals seminar, Golden Gate Univ. Contact: see address above.

Jan. 10-12—Gaithersburg, Md.—Workshop on Applications of Phase Diagrams in Metallurgy & Ceramics, National Bureau of Standards. Contact: Ronald Johnson, B 348, Materials Bldg., NBS, Washington, D.C. 20234 (301-921-2835).

Jan. 10-12—Washington, D.C.—Seminars on Management by Objectives and Improving Managerial Skills, Georgetown Univ. Contact: Betsy Girton, Continuing Mgt. Education, Georgetown Univ., RCA Bldg.-Education Ctr., 1901 N. Moore St., Rosslyn, Va. 22209 (703-525-6300).

Jan. 10-13—Minneapolis—Marketing and financing in the construction industry seminars, conducted by Jack Miller. Contact: Madeline Graeter, Group Communications, 6101 SW Freeway, Suite 401, Houston, Tex. 77057 (713-664-8818).

Jan. 11-12—Chicago—Food Industry Instrument Needs, Holiday Inn O'Hare/Kennedy. Contact: Registrar, Instrument Needs Seminar, Suite 2155, 2 N. Riverside Plaza, Chicago, Ill. 60606 (312-346-3942).

Jan. 12—Houston—Selection Interviewing: Strategies, Tactics & Skills Practice, Shamrock Hilton Hotel. Sponsor: New York Univ. Contact: Heidi Kaplan, New York Conference Management Ctr., 360 Lexington Ave., New York 10017 (212-953-7266).

Jan. 12-13—Clemson, S.C.—Energy Conservation in the Textile Industry. Sponsors: Clemson Univ., Commerce Columbia District Office: Georgia Tech. Contact: Dr. Ralph D. Elliott, 112 Sirrine Hall, Clemson U., 29631 (803-656-2200). 2200).

Jan. 12-14—Akron — Sales Management seminar, Akron Downtown Holiday Inn. Contact: Dr. Joseph C. Latona, Bureau of Organizational Development, Univ. of Akron 44325 (216-375-7337).

Jan. 14—New York—Selection Interviewing: Strategies, Tactics and Skills Practice, Barbizon Plaza Hotel. Sponsor: New York Univ. Contact: Heidi Kaplan, see address above.

Jan. 14—Sacramento—Business Opportunity/Federal Procurement Conference, Convention Ctr. Sponsor: Rep. John E. Moss. Contact: Jerry Wymore, c/o Rep. Moss, 650 Capitol Mall, Room 8058, Sacramento, Calif. 95814 (916-440-3543).

Jan. 16-21—Dallas—Dallas Winter Homefurnishings Market, Dallas Market Ctr. Contact: Delores Lehr, V.P., Dallas Market Ctr., 2100 Stemmons Freeway, Dallas, Tex. 75207 (or 1-800-527-2730).

Jan. 17-18 — San Francisco — Fundamentals of Management & Organizational Behavior for Women, Hyatt Regency Hotel. Sponsor: The Wharton School. Contact: Heidi Kaplan, see address above.

Jan. 19-21 — Dallas — Contract/Design Show (CONDES IV), Dallas Market Ctr. Contact: Delores Lehr, see address above.

Jan. 24-25—Washington — Terrorist Activities Workshop, Twin Bridges Marriott Hotel. Contact: American Society for Industrial Security, 2000 K St. NW., Suite 651, Washington, D.C. 20006 (202-331-7887).

Jan. 24-26 — Philadelphia — Women in Management, Drexel Univ. Contact: Director, Continuing Education, Drexel Univ., 32nd & Chestnut Sts., Philadelphia, Pa. 19104 (215-895-2154).

U.S. Position In Exports Of Manufactures Levels

FOR SECOND QUARTER, COUNTRY'S SHARE DECLINED ONLY SLIGHTLY, COMPARED TO PREVIOUS QUARTER

In the second quarter of 1976, the U.S. share of world exports of manufactures, excluding shipments to this country, declined slightly following a substantial drop during the previous three-month period. The U.S. standing of 20.6 percent remained well below the average of 1975 as a whole.

The weaker U.S. position reflected a mixed pattern of gains and losses among the six commodity groups shown in the table on next page. This country's share increased in four of these groups with especially strong rises in electric machinery and transport equipment. In contrast, the U.S. standing deteriorated sharply in basic manufactures, which is the largest commodity group in terms of world exports.

The dip in the U.S. share reflects slower growth of U.S. exports of manufactures than that of 13 major rivals combined. This difference in rates of expansion, and thus in the magnitude of the share loss, was much narrower than in the previous quarter. U.S. exports accelerated from the rate recorded in January-March while those of this country's competitors, adjusted for exchange rate changes, slowed slightly. Slower but still substantial rates of growth reported by Germany and Japan, and the absolute decline in shipments from the United Kingdom, accounted for the deceleration abroad. The Netherlands, France and Italy, however, stepped up their overseas sales as compared to the change in the previous quarter.

In basic manufactures, the U.S. share dropped more than one and one-half percentage points to 11.6 percent, its lowest level since mid-1973. U.S. shipments of these semimanufactured goods—various materials and certain finished metal products—generally showed little change from their level of the previous quarter. However, U.S. exports of paper and paperboard and iron and steel tubes, pipes, and fittings were especially sluggish. At the same time, deliveries by our competitors climbed sharply, led by a 40 percent advance in Japanese sales.

This country's share receded somewhat in miscellaneous manufactured articles, which includes nondurable consumer goods and professional and scientific instruments. U.S. deliveries of most products in this group showed little change from the previous quarter except for clothing where a moderate advance was recorded. Among the other suppliers, exports by the Netherlands were particularly strong and those from Japan increased notably as well.

The sizable jump in U.S. chemical exports boosted this country's share to 21.5 percent, its highest level since late 1971. Higher sales of organics, plastics and resins, and medicinals and pharmaceuticals contributed importantly to the U.S. gain, more than offsetting weaker shipments of manufactured fertilizers. Italy and the Netherlands posted the largest export rises among the other suppliers, while deliveries by the United Kingdom slipped fractionally.

In nonelectric machinery, the U.S. share rebounded to 27.2 percent after posting a large loss during the previous three-month period. This partial recovery reflected a reversal of the trends in overseas sales by both the United States and the other suppliers. Following a weak export performance in the first quarter, U.S. exports strengthened during April-June. Over the same period, deliveries by almost all of the United States' competitors slowed substantially. U.S. exports of electronic computers, power, and agricultural machinery all showed sizable gains which more than offset the decline in sales of metalworking machinery.

The United States reported share increases of one and one-half percentage points in both electric machinery and transport equipment exports. U.S. exports of the former jumped seven percent and increased the U.S. share to 23.8 percent. While those of our competitors as a group showed little change, individual countries recorded substantial shifts. In particular, Japanese exports, which soared 44 percent in the first quarter, fell nearly one-fourth during April-June. At the same time, however, the Netherlands, Switzerland, Belgium-Luxembourg and France all expanded their shipments sizably. Important contributions to the increased U.S. sales were higher deliveries of power machinery and switchgear, electronic components, and telecommunications equipment.

The U.S. share of transport equipment exports rose to 25.1 percent. Among other major suppliers, only France approached the U.S. rate of gain while most of the others reported much smaller advances. A $300 million jump in deliveries of U.S. aircraft accounted for about half of the 15 percent rise in overall U.S. sales in this commodity group. Among the many nations increasing their purchases of U.S. aircraft in the second quarter, Saudi Arabia led with a rise of about $90 million. Concurrently, shipments of automotive products to Canada and other countries, which had been generally sluggish during the previous quarter, rebounded strongly.

U.S. Contractors Advised: Bring Documents To Nigeria

Immediate availability of business documents is being stressed to U.S. construction firms interested in ventures in Nigeria.

The U.S. Embassy in Lagos is advising company representatives planning trips to Africa to form Nigerian partnerships or joint ventures that they can avoid delays in registering such enterprises with the Nigerian Federal Ministry of State by bringing with them all the required supporting documents.

Such documents include: current financial statement, evidence of successful completion of construction work in the field being considered, financial references and statements attesting to company reputation. With such documents at hand, it is stated, Commercial Officers at the U.S. Embassy can facilitate the registration process.

U.S. SHARE OF WORLD EXPORTS OF MANUFACTURES

Adjusted for seasonal variation

Commodity	U.S. exports (million dollars)	U.S. share* (% based on export-weighted exchange rates[1])
Manufactures, total		
1974	64,559	20.3
1975	72,118	21.3
1974 1st qtr.	14,273	20.4
2nd	15,825	19.8
3rd	16,861	20.1
4th	17,737	20.9
1975 1st	17,339	20.7
2nd	17,668	20.6
3rd	18,371	21.9
4th	18,880	21.8
1976 1st	18,422	20.7
2nd	19,565	20.6
Chemicals		
1974	8,891	18.5
1975	8,746	20.3
1974 1st qtr.	2,027	19.5
2nd	2,183	17.9
3rd	2,355	17.8
4th	2,332	18.9
1975 1st	2,336	19.8
2nd	2,097	19.3
3rd	2,080	21.1
4th	2,248	21.0
1976 1st	2,340	21.2
2nd	2,525	21.5
Nonelectric machinery		
1974	16,811	26.4
1975	21,088	27.5
1974 1st qtr.	3,639	25.8
2nd	3,987	26.5
3rd	4,434	26.3
4th	4,802	27.1
1975 1st	4,940	26.9
2nd	5,311	27.4
3rd	5,339	27.7
4th	5,504	28.1
1976 1st	5,344	26.6
2nd	5,550	27.2
Electric machinery		
1974	7,156	23.1
1975	7,771	22.6
1974 1st qtr.	1,606	23.0
2nd	1,743	22.6
3rd	1,925	23.8
4th	1,890	22.8
1975 1st	1,862	22.6
2nd	1,929	22.3
3rd	1,955	22.6
4th	2,021	22.7
1976 1st	2,171	22.3
2nd	2,328	23.8
Transport equipment		
1974	14,583	29.2
1975	17,281	28.1
1974 1st qtr.	3,153	30.2
2nd	3,522	27.7
3rd	3,697	28.8
4th	4,268	30.5
1975 1st	3,854	28.0
2nd	4,126	26.6
3rd	4,714	30.2
4th	4,673	27.6
1976 1st	4,028	23.5
2nd	4,621	25.1
Basic manufactures		
1974	11,490	12.3
1975	11,230	12.6
1974 1st qtr.	2,560	12.7
2nd	2,922	12.3
3rd	3,012	12.0
4th	3,012	12.2
1975 1st	2,835	12.1
2nd	2,747	12.0
3rd	2,791	12.8
4th	2,887	13.3
1976 1st	2,873	13.2
2nd	2,839	11.6
Miscellaneous manufactured articles		
1974	5,628	17.3
1975	6,002	17.6
1974 1st qtr.	1,288	17.5
2nd	1,468	17.8
3rd	1,438	17.0
4th	1,433	17.0
1975 1st	1,512	18.0
2nd	1,458	17.1
3rd	1,492	17.6
4th	1,547	17.8
1976 1st	1,666	18.4
2nd	1,702	17.9

Note: The term "manufactures" refers to chemicals, machinery, transport equipment, and other manufactures except mineral fuel products, processed food, fats, oils, firearms of war, and ammunition. World exports are defined as exports from the 15 major industrial countries. Percentage shares are based on values excluding shipments to the United States. These nations, which account for 80 percent of world exports of manufactures to foreign markets, are: United States, Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Italy, Netherlands, Norway, Sweden, Switzerland, United Kingdom, and Japan.

* Of world exports to foreign markets.

[1] Export-weighted exchange rate indexes are calculated for each supplier in each period, using official rates of exchange vis-a-vis 67 principal markets.

Germans Like 'Top-Of-Line' Recreational, Sports Goods

Just about everyone participating in the U.S. exhibition at SPOGA '76—a Cologne trade fair of sporting goods and camping equipment — confirmed that U.S.-made products are highly competitive in Europe, in both price and quality. More than $11 million in immediate and projected sales were registered during the event.

According to a sporting goods buyer from one of Frankfurt's largest department stores, the trend for Germans to buy at or near the "top-of-the-line" in recreational goods and sports wear and to purchase good quality items for their children will accelerate in the next few years. "The market for lower quality products should decline considerably during that period," he added.

In addition, Germans are often said to be ready and enthusiastic buyers of full sets of sports equipment—and they are likely to have the buying power to maintain this pattern.

Among the exhibited products considered to have the best sales potential were electronic chronometers, rangefinders, fishing rods and hooks, water skis, motorcycle helmets and accessories, hiking, climbing, and hunting boots, leisure wear specialties, athletic footwear, mineral metal detectors, high-intensity sports and marine lights, and light-weight bags, packs, and carriers. Technological superiority was claimed by exhibitors showing stop watches, wet suits, and top-of-the-line tennis racquets.

Buyers, importers, and trade visitors came from 74 countries. Compared with SPOGA '75, foreign attendance was up 29 percent and overall attendance, up 12 percent. This was the first time the U.S. Government has maintained a pavilion at this annual event. By closing time, 29 agent/distributor contracts had been signed and about 85 agreements were under negotiation. Because of the show's success, the United States expects to operate a pavilion at SPOGA '77 (Sept. 25-27), and 35 of this year's 38 exhibitors indicated that they would like to participate next year.

Energy Systems Seminar In Yugoslavia Presages Business For U.S. Firms

Growing Yugoslav industrial and consumer demands, coupled with the increasing costs of petroleum imports, have resulted in a rapidly expanding market for imports of energy equipment.

Twenty-two representatives of six leading U.S. manufacturers of electrical equipment recently conducted a seminar in Dubrovnik on energy systems, and they found substantial interest by the large Yugoslav audience. Some 110 representatives of 14 Yugoslav utilities and such major industries as shipbuilding, metalworking, electrical equipment and machine tools attended the three-day meeting.

Expansion of electric power capacity and domestic energy sources is one of Yugoslavia's top three development priorities. By 1980 the country hopes to more than double the capacity of its hydroelectric plants to 9,400 MW; thermo-electric plant capacity is likewise expected to be expanded. Overall, some 70 power plants, including a nuclear plant in Krsko, are planned or under construction. An estimated $4 billion will be invested, of which 20-25 percent will go to purchases of foreign equipment.

At the seminar, chaired by Edward Simmons of the Commerce Department's Office of Energy Programs, representatives of the U.S. firms presented technical papers on reversible pump/turbines, coal-fired steam generators, maximum reliability levels in large steam powerplants and the pressurized water reactor. Contacts with the Yugoslav firms are expected to result in extensive equipment sales as well as participation by U.S. companies in multi-million-dollar projects.

MALAYSIA IN UPSWING AS EXPORTS POST GAINS

Led by substantial increases in its principal exports (rubber and tin), the Malaysian economy will finish 1976 in considerably better shape than 1975, according to W. Donn Heaney, Commercial Officer at the U.S. Embassy in Kuala Lumpur.

Through the first seven months of this year, Malaysian Government trade figures for Peninsular Malaysia (which exclude the States of Sabah and Sarawak) indicate a trade surplus of M$786.2 million (M$1 equals approximately U.S. $0.40). Exports are up a remarkable 33.9 percent to M$5,517.8 over the same period in 1975. Imports have risen at a more moderate rate of 14 percent, reaching M$4,749.6 million for the same period. With the pickup in personal incomes and with Malaysian industry beginning to bump up against capacity limitations, imports should show a steady improvement over the next 18 months.

Due to the effects of the worldwide recession, the Malaysian economy was essentially stagnant during most of 1975. While business activity, particularly in the export sector, began to increase in the fourth quarter, the economy as a whole only grew by 1.1 percent. Despite the last quarter surge, total exports declined about 10 percent from 1974 levels and imports by 11 percent. As the year closed, the improving economies of the developed countries began to exert a beneficial impact on Malaysia's exports, especially in the important areas of rubber, tin and timber. Of equal importance, the inflation rate declined from a disastrous 17.4 percent in 1974 to a more acceptable 5.2 percent in 1975.

In mid-1976, the government released the Third Malaysia Plan (1976-1980). The plan calls for a serious effort to reduce poverty. Unlike the previous plan, however, it looks to the private sector for the major contribution to growth in the economy. The private sector investment target is M$26.8 billion (U.S.$11.4 billion). The government plans on investing M$18.6 billion (U.S.$7.4 billion) through 1980. If realized, even in part, this level of public and private investment expenditures will provide American companies with substantial export opportunities for a wide range of goods and services.

Because of the pickup in the Malaysian economy and implementation of the plan, sales prospects for U.S. companies should be bright next year. This will be an improvement over 1975, which saw a reduction in the value of total Malaysian imports from 1974's M$9.8 billion to roughly M$8.5 billion and a corresponding drop in imports from the United States (from 1974's M$982.5 million to M$909.1 million in 1975).

Despite the drop in total value of U.S. exports to Malaysia, the U.S. market share, following the trend over the last several years, increased from 9.9 to 10.7 percent. This was the largest gain by any of Malaysia's trading partners and solidified the U.S. position as Malaysia's second most important supplier. Japan remained in the number one position, although its market share declined from 22.3 percent in 1974 to 20.1 percent in 1975. The United Kingdom remained in third place with 10 percent.

The biggest improvements in sales of American products in 1975 were registered in: electric power machinery (up 100 percent to M$129.4 million); other electric machinery (up 106 percent to M$61.8 million); office machines (up 83.9 percent to M$46.9 million); and telecommunication equipment (up 62.8 percent to M$14 million).

Sales of other machinery declined marginally, but remained an important market at $161.9 million. The same was true for sales of scientific and medical apparatus, which registered M$86.4 million. All of these areas will offer good sales prospects during the coming year. In addition, as the plan gears up, increased sales of building and construction equipment should materialize.

Possessed of a strong currency, excellent management of the economy and an absence of exchange controls, Malaysia is a country in which American traders have found a very positive and enthusiastic reception. The Malaysian business community is sophisticated and the government honest. American firms find that, although Malaysians are tough traders, they live up to terms after a contract is signed. Because of their long history as a trading nation, Malaysians understand world trade procedures, financing and documentation quite well.

Successful penetrators of the Malaysian market find, if they cannot set up their own office in-country, that the best guarantee of success is a reputable and aggressive local agent. Ideally, the agent will know something about the field before representing a firm. More importantly, he must be able to provide the all-important factor of after-sales service to the Malaysian business community. Firms wishing to conduct long-term sales to Malaysia are advised to locate a reputable local agent. The U.S. Embassy and Department of Commerce will be pleased to assist.

During the past few months, the U.S. Embassy and the Department of Commerce have jointly mounted the heaviest trade promotion effort ever undertaken by the United States in Malaysia. Events included a timber processing equipment trade mission, a trade show featuring building and construction equipment, food processing equipment and materials and handling equipment, and a fisheries equipment trade mission. In the near future, a technical sales seminar on minerals exploration and processing and a catalog show on building materials and equipment will be held.

LEADING INDICATOR IN MALAYSIA—*Increased exports of tin, along with rubber and timber, are fueling Malaysia's resurgence. Above, tons of tin awaiting shipment.*

World Trade Fair Schedule For 1977 Can Guide U.S. Exhibitors To Buyers

To assist U.S. business, *Commerce America* periodically publishes a schedule of future international fairs. These exhibitions range from the general type, which promote sales in numerous product categories, to the highly specialized fair, designed to attract buyers of specific products.

Events are listed by country, city, date, name and fair management address and are generally open to participation by any U.S. company in the related industry. Each firm may make arrangements for its own exhibit, including rental of space and utilities, transportation of products and setting up and manning of the booth.

For information on international trade fairs, please contact the foreign fair management at the listed address or write the Office of International Marketing, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

A listing of trade fairs in the United States appears on pages 32-35.

The following information on upcoming fairs is taken from the latest data available to the Department of Commerce. However, the Department cannot assume responsibility for accuracy of dates or for the outcome of any transactions with foreign fair managements.

Australia

Melbourne

All events will be held at Exhibition Buildings.

The initials REP used below indicate a recurring fair organizer address: Riddell Exhibition Promotions Pty. Ltd., 166 Albert Rd., South Melbourne, Victoria 3205.

March 10-19. Int'l Motor Show. Australian Automobile Dealers Assn., 464 St. Kilda Rd., Melbourne, Victoria 3004. Annual.

May 5-11. Caravan and Camping Show. Caravan Trade Industries Assn. of Victoria, 65 Wellington, St., Prahran, Victoria 3181. Annual.

May 18-22. Int'l Sailboat '77. REP. Annual.

July 3-10. Herald National Boat Show & Camping Display. REP. Annual.

July 25-30. Australian Int'l Engineering Exbn. Thomson Promotions Pty. Ltd., 49-51 Wellington St., Windsor, Victoria 3181. Annual.

Aug. 20-28. Sun News-Pictorial Int'l Homes Show. REP. Annual.

Sept. 6-8. Hardware Trade Fair. Hardware Retailers Assn., 13 Atherton Rd., Oakleigh, Victoria 3166. Annual.

Sept. 18-25. Sports, Hobbies, Arts and Crafts Exbn. REP. Annual.

Sept. 27-Oct. 2. Caravan and Camper Trailer Exbn. Caravan Trades Industries Assn. of Victoria, 65 Wellington St., Prahran, Victoria 3181. Biennial.

Oct. 10-13. Ist Int'l Hospital Equipment Exbn. REP.

Orange

Nov. 15-17. Australian National Field Days. Borenore, N.S.W. The Secretary, Australian National Field Days, P.O. Box 310, Orange, N.S.W. 2800. Annual.

Sydney

Except where noted, shows are held at Sydney Showgrounds.

Jan. 28-Feb. 2. "Go '77"—Holiday and Travel Fair. Royal Agricultural Society, Box 4317, GPO, Sydney, N.S.W. 2001. Biennial.

March 6-9. Int'l Toy, Sporting Goods Trade Fair. Hilton Hotel and Centrepoint. The Organizers, ITSGTF, 3rd Floor, 93-95 Clarence St., Sydney, N.S.W. 2000.

May 6-11. Furniture Exbn. N.S.W. Guild of Furniture Manufacturers, 1 King St., Newtown, N.S.W. 2042. Annual.

June 17-22. National Caravan and Outdoor Living Show. RAS Showgrounds. Daniel and Cruickshank Ltd., 11 Clark St., Crows Nest, N.S.W. 2065. Annual.

July 19-23. Australian Int'l Education Exbn. Educare Exhibitions Pty. Ltd., 20 Bridge St., Sydney, N.S.W. 2000. Biennial.

Aug. 5-10. Sydney Int'l Boat Show. Daniel & Cruickshank Ltd., 11 Clark St., Crows Nest, N.S.W. 2065. Annual.

Aug. 15-20. Int'l Radio and Electronics Engineering Convention '77. University of Sydney. IREE Australia, ADC Bldg., 189 Kent St., Sydney, N.S.W. Biennial.

Aug. 19-27. Sydney Int'l Motor Show. Chamber of Automotive Industries, P.O. Box 311, Kings Cross, N.S.W. 2011.

Sept. 13-17. Environment '77. South Pacific Total Concept Exhibitions Pty. Ltd., 475 Pittwater Rd., Brookvale, N.S.W. 2100. Annual.

Austria

The following initials used below indicate recurring fair organizer addresses:

CFS = Contact-Fachmessen Salzburg Ges. m.b.H. & Co. KG., Suedtiroler Platz 11, Postfach 285, A-5024 Salzburg.

OB = Oesterreichisches Bauzentrum, Fuerstengasse 1. A-1090 Vienna.

WM = Wiener Messe A.G., Messeplatz 1, A-1071 Vienna.

Dornbirn

July 30-Aug. 7. 29th Dornbirn Fair. Investment and consumer goods. Fairgrounds Dornbirn. Export- und Mustermesse GmbH, Messestrasse 4, A-6850 Dornbirn. Annual.

Graz

April 30-May 8. Graz Spring Fair. Fairgrounds Graz, Stryria. Grazer Suedost-Messe reg. GmbH, Messeplatz 1, A-8011 Graz. Annual.

Innsbruck

May 11-15. I-BAU (Int'l Construction Fair). Fairgrounds Innsbruck, Tyrol. OB. Biennial.

Salzburg

April 15-17. BWS (Int'l Expos. for Craftsmen). Ausstellungszentrum, Bessarabia Str. 100, Salzburg. CFS. Annual.

May 13-15. EXPO-SA (Int'l Jewelry Fair). Ausstellungszentrum, Bessarabia Str. 100, Salzburg. CFS. Annual.

Sept. 2-4. JIM-ER-ES (Int'l Young Fashion, Men's Fashion, Infants' Clothing). Ausstellungszentrum, Bessarabia Str. 100, Salzburg. CFS. Annual.

Sept. 16-18. OESFA Int'l (Sporting Goods Fair). Ausstellungszentrum, Bessarabia Str. 100, Salzburg. CFS. Annual.

Tulln

March 25-27 and April 1-3. "Campa & Boot '77 (Camping & Boat Show). Fairgrounds Tulln. Tullner Messe, A-3430 Tulln. Semi-annual.

Vienna

March 9-13. Vienna Int'l Spring Fair. Fairgrounds, A-1020 Vienna. WM. Annual.

March 10-13 and Sept. 8-11. Lederwaren Exquisit (Leather Goods & Travel Accessories Show). Messepalast, A-1071 Vienna. WM. Semi-annual.

March 17-21. Sicherheit (Security World). Ausstellungszentrum Palais Liechenstein. Offerta GmbH & Co. KG., Fuertengasse 1, A-1090 Vienna. Biennial.

March 21-25. "Datenverarbeitung im europaeischen Raum" (Int'l Data Processing Congress). Hotel Hilton. Arbeitgemeinschaft fuer Datenverarbeitung, Trattnerhof, A-1010 Vienna. Biennial.

March 23-26. Praesenta '77 (Souvenirs & Gifts). Bauzentrum, Vienna. Offerta GmbH & Co. KG, Fuertsengasse 1, A-1090 Vienna. Annual.

March 27-29 and Sept. 25-27. Internationale Wiener Damenmodewoche (Int'l Ladies Fashion Fair). Messepalast, A-1071 Vienna. Fachverband der Bekleidungsindustrie Oesterreichs, Schwarzenbergplatz 4, A-1030 Vienna. Semi-annual.

May 11-14. IFABO '77. (Int'l Business Equipment Fair). Fairgrounds, A-1020 Vienna. WM. Annual.

Sept. 7-10. Airport '77 (Int'l Airport Construction and Equipment Exbn.). Rathaus/Town Hall. International Airport Expositions, 62/64 Victoria St., St. Albans, Herts. ALI 3XT England. Unique.

Sept. 7-11. Vienna Int'l Fall Fair. Fairgrounds, A-1020 Vienna. WM. Annual.

Oct. 4-9. HI-FI Fachausstellung '77 (Int'l HiFi and Stereo Equipment Show). Bauzentrum, Vienna. OB. Annual.

Nov. 3-6. Austro Boot (Int'l Boat Show). Stadthalle. Offierta GmbH & Co. KG, Fuerstengasse 1, A-1090 Vienna. Annual.

Wels

Feb. 3-6. TEX-BO '77 (Int'l Home Furnishings Fair). Fairgrounds Wels, Upper Austria. CFS. Annual.

April 5-8. EUROPACK-IFL (Int'l Packaging Fair). Fairgrounds Wels, Upper Austria. CFS. Annual.

Belgium

Brussels

Jan. 9-13. HORESCA-COLLECTIRAMA. Material for hotels, restaurants and communities. Centre Int'l Rogier. Mrs. Ruysseveldt, rue Edouard Benes, 183, 1080 Brussels. Annual.

Feb. 11-20. BATIBOUW. Building equipment; and EUROCLIMA. Heating, refrigeration, air-conditioning. Palais du Centenaire. Sedos S.A., Chausée de la Hulpe 215, 1170 Brussels. Annual.

March 14-18. HORECOM. Material for hotels, restaurants, and communities; and EUROBEEF. Meat industry. Palais du Centenaire. CEMA S.P.R.L., rue du Progres 52, 1000 Brussels. Triennial.

March 30-April 5. INSTRURAMA 77. Laboratory instrumentation. Palais du Cen-

tenaire. U.D.I.A.S., avenue Slegers 203, 1200 Brussels. Triennial.
April 23-May 8. Brussels Commercial Fair. Palais du Centenaire. Foire Internationale de Bruxelles, Palais du Centenaire, 1020 Brussels. Annual.
May 22-26. EUROPLASTICA. Plastics Industry. Palais du Centenaire. International Jaarbeurs Ghent, Kortrijksesteenweg 640, 9000 Ghent. Every four years.
June 4-12. Exbn. of Environment Protection Techniques—INTERMAT. Civil engineering. Municipal equipment. Palais du Centenaire. Foire Int'l de Bruxelles, Palais du Centenaire, 1020 Brussels. Biennial.
Sept. 18-21. VESTIRAMA. Clothing exbn. Palais du Centenaire. Textirama, Maartelaarslaan 15, 9000 Ghent. Annual.
Sept. 20-23. AEROSOLS '77. Aerosol packaging. Palais du Centenaire. Foire Internationale de Bruxelles, Palais du Centenaire, 1020 Brussels. First time.
Oct. 2-5. Salon De La Quincaillerie et des Arts Menagers. Hardware and household articles. Center Int'l Rogier. Sogestor S.P.R.L., rue Duquesnoy 14, 1000 Brussels. Annual.
Oct. 8-22. Salon De L'Alimentation et des Arts Menagers. Food and related equipment. Palais du Centenaire. SIMPA S.A., Boulevard du Jardin Botanique 29, 1000 Brussels. Annual.
Oct. 20-27. Medical & Hospital Equipment Show. Centre Int'l Rogier. Edicomin, avenue du Roi 206, 1060 Brussels. Biennial.
Nov. 10-14. Furniture Show. Palais du Centenaire. Foire Internationale de Bruxelles. Annual.
Nov. 26-Dec. 4. Hobby '77. Do-it-yourself and hobby; and Salon Des Inventions. Inventions. Centre Int'l Rogier. Sogestor S.P.R.L., rue Duquesnoy 14, 1000 Brussels. Annual.
Nov. 28-Dec. 3. INTERELECTRONIC. Electronic equipment and accessories. Palais du Centenaire. F.A.I.R., avenue Moliere 74, 1060 Brussels. Biennial.

Ghent

Feb. 12-15. TEXTIRAMA. Textile and Clothing Fair. Fairgrounds. Textirama, Maartelaarslaan 15, 9000 Ghent. Annual.

Bulgaria

Plovdiv

All events are held at the Plovdiv Fairgrounds. Organizer: Chamber of Commerce & Industry, 11A Stamboliyski Blvd., Sofia.
June 6-12. Farming and Tobacco Machinery Exbn.
Sept. 3-10. Plovdiv Int'l Fair. Annual.
Nov. 1-8. Electronic & Electrical Devices, Engineering Products for Everyday Use.
November. Architectural & Artistic Layout Exbn.

Canada

Calgary

May 29-31. Furniture West. Big Four Bldg., Stampede Park. Manitoba Furniture Manufacturers Assn., Joseph Malko, Gen. Mgr., P.O. Box 164, Postal Station C, Winnipeg, Manitoba R3M 3S7. Annual.

Edmonton

March 21-26. Canadian Western Farm & Ranch Show. Sportex Bldg., Exhibition Grounds. Southex Exhibitions, #110, 330 9 Ave. S.W., Calgary, Alberta T2P 1K7. Annual.

Halifax

Aug. 31-Sept. 7. World Fishing Exbn. 1977. Exhibition Halls (Piers 20, 21, 22 Halifax Harbor). Industrial & Trade Fairs Ltd., Radcliffe House, Blenheim, CT., Solihull, West Midlands, England B91 2BG. Biennial.

Montreal

All events listed for Montreal are held annually at Exhibition Hall, write: Place Bonaventure, P.O. Box 1000, Montreal, Que.
Jan. 13-23. Montreal Auto Salon.
Jan. 28-30. Canadian Sporting Goods Show.
Feb. 5-9. Canadian Toy & Decoration Fair.
Feb. 13-15. Quebec Floor Covering Show.
Feb. 16-20. Int'l Travel Show.
Feb. 26-March 6. Boat Show.
March 13-16. Hotel & Restaurants Suppliers Show.
March 13-17. Montreal Spring Giftware Show.
March 25-April 3. Camping Show.
April 14-17. Montreal Int'l Book Fair.
June 19-23. Montreal Furniture Show.
June 30-July 5. Antique Show.
Aug. 21-25. Montreal Fall Gift Show.
Aug. 28-30. Canadian Int'l Footwear Exposition.
Sept. 11-14. Hardware Show.
Sept. 16-21. Men's Wear Show.
Oct. 13-16. Montreal Ski Show.
Nov. 3-6. Auto Sport Show.

Toronto

Jan. 30-Feb. 3. Toronto Spring Gift Show. Int'l Center. Edwin L. Kastner Show Productions Org. Ltd., 45 Charles St. E., Toronto M4Y 1S2. Annual.
Feb. 1-4. Canada Farm Show. Exbn. Park. Trans Canada Expositions Ltd., 20 Butterick Rd., Toronto M8W 3Z8. Annual.
Feb. 13-16. Canadian Hardware Show. Exbn. Park. Canadian Hardware Assn., 219 Merton St., Toronto M4S 1B2. Annual.
March 29-31. Canadian Premium Incentive Show & Conference, Int'l Center. Canadian Premium Incentive Show, 481 University Ave., Toronto M5W 1A7. Annual.
April 24-27. HOSTEX '77. Coliseum & Industry Bldg., Exbn. Park. Canadian Restaurant Assn., 94 Cumberland St., 8th Floor, Toronto M5R 1A3. Annual.
Aug. 7-11. Toronto Fall Gift Show. Int'l Center. Edwin L. Kastner Show Productions Org. Ltd., 45 Charles St. E., Toronto M4Y 1S2. Annual.
Oct. 4-6. Canadian Education Showplace. Exbn. Park. Canadian Education Showplace, 481 University Ave., Toronto M5W 1A7. Annual.
Oct. 12-19. Canadian Mining & Aggregates Equipment Exbn. Automotive Bldg. & Outdoor Arena, Exbn. Park. Southex Exhibitions, 1450 Don Mills Rd., Don Mills M3B 2X7. Biennial.
Oct. 17-19. Canadian National Packaging Exposition. Coliseum & Industry Bldg., Exbn. Park. Packaging Assn. of Canada, 45 Charles St. E., Toronto M4Y 1S2. Biennial.
Nov. 8-10. Canadian Computer Show. Int'l Center. Industrial & Trade Shows of Canada, 481 University Ave., Toronto M5W 1A7. Annual.
Nov. 9-11. Office Efficiency Show. Int'l Center. Industrial & Trade Shows of Canada, 481 University Ave., Toronto M5W 1A7.

Vancouver

Jan. 21-30. Vancouver Int'l Auto Show. Exbn. Park. Automobile Dealers Assn. of Greater Vancouver, 1037 W. Broadway, Vancouver, B.C. Annual.
Feb. 2-6. Vancouver Recreational Vehicle Show. Exbn. Park. TO-RO Enterprises Ltd., 263 Fell Street S., Burnaby, B.C. Annual.
Feb. 11-20. Vancouver Home Show. Exbn. Park. Southex (1970) Ltd., 2000 W. 12th St., Vancouver, B.C. Annual.
Feb. 25-March 6. Vancouver Boat and Sport Show. Exbn. Park. Harmon-O'Loughlin Enterprises Ltd., 263 S. Fell St., Burnaby, B.C. Annual.
March 20-22. Vancouver Spring Gift Show. Exbn. Park. Southex (1970) Ltd., 2000 West 12th Ave., Vancouver, B.C. Annual.
March 21-23. Vancouver Island Business Show. Empress Hotel. Victoria, B.C. Southex (1970) Ltd., 2000 West 12th Ave., Vancouver, B.C. Annual.
March 21-23. Food and Hospitality Show. Hotel Vancouver. Canadian Restaurant Assn., 4424 Main St., Vancouver, B.C. Annual.
Aug. 12-14. Abbotsford Int'l Air Show. Abbotsford Airfield. Abbotsford Int'l Airshow Inc., P.O. Box 361, Abbotsford, B.C. Annual.
September. Vancouver Floating Boat Show. Bayshore Marina, Bayshore Inn. Harmon-O'Loughlin Enterprises Ltd., 263 S. Fell St., Burnaby, B.C. Annual.
Nov. 15-17. Western Construction Materials & Equipment Show. Exbn. Park. Southex (1970) Ltd., 2000 West 12th Ave., Vancouver, B.C. Biennial.

Chile

Santiago

Oct. 27-Nov. 13. Feria Internacional de Santiago. Tenderini 187, Santiago.

China, People's Republic

Kwangchow (Canton)

April 15-May 15 and Oct. 15-Nov. 15. Kwangchow Export Commodities Fair. Semi-annual.

Cyprus

Nicosia

May 21-June 12. Second Cyprus Int'l Fair. Permanent site of the Cyprus State Fairs Authority.

Czechoslovakia

Bratislava

June 25-July 1. INCHEBA—Int'l Chemical Fair. Bratislava Fairgrounds. INCHEBA Pzo, 24, Drienova, 829 57 Bratislava. Annual.
Sept. 10-16. INTERSPORT 77—Int'l Exbn. of Sport Goods & Travel. Bratislava Fairgrounds, 829 57 Bratislava. Annual.

Brno

Fair organizer address: Brno Trade Fairs & Exhibitions, 1 Vystaviste, 602 00 Brno. Fairs are held at Brno Fairgrounds.
Feb. 16-23. SALIMA—Int'l Food Fair (food processing equipment). Annual.
Apr. 4-8. EMBAX-PRINT—Int'l Packaging & Printing Exbn. Biennial.
May 4-11. Int'l Consumer Goods Fair. Annual.
Sept. 14-22. Int'l Engineering Fair. Annual.
Oct. 23-28. INTECO—Int'l Catering Exbn. Biennial.
Oct. 23-28. ARBIEN—Int'l Window Dressing Exbn. Biennial.

Prague

Fair organizer: Write to Brno address above.
March 24-31. INTERKAMERA-77 — Int'l Exbn. of Audio-Visual Technology & Materials. Biennial.
June 21-28. AUTOPROGRESS-77—Int'l Exbn. of Automotive Technology. Triennial.
Nov. 16-23. PRAGOTHERM—Int'l Heating and Air-conditioning Equipment Exbn. Annual.

Zilina

July 2-8. SYMPOMECH—Int'l Exbn. of Mechanized Equipment for Building Construction. SYMPOMECH, Psmas, Vaclavske Nam. 55, 116 79 Prague 1. Biennial.

Denmark

Copenhagen

The initials BC used below indicate a recurring fair organizer address: Bella Center A/S, Center Boulevard, DK-2300 Copenhagen S.

All fairs held in Bella Center Exhibition Hall.

Jan. 3-5. SCANDEFA '77 — Scandinavian Dental Fair and 43rd January Seminar of the Danish Dental Assn. BC. Annual.

Feb. 3-6. 12th Scandinavian Menswear Fair. BC. Semi-annual.

Feb. 19-27. The Scandinavian Building Exhibition. Byggecentrum, 19 Gyldenlovesgade, DK-1600 Copenhagen V. Biennial.

March 6-8. Scan Fair '77—Scandinavian Ironmongery and Hardware Fair. BC. Annual.

March 17-20. 23rd Scandinavian Fashion Week. BC. Semi-annual.

March 29-April 3. Int'l Food Fair '77. BC. Biennial.

April 18-22. KEM-TEK 4—Int'l Exbn. of Equipment for Chemical Process Industries. BC. Triennial.

April 28-May 1. Scandinavian Gold & Silver Fair '77. BC. Annual.

May 11-15. Scandinavian Furniture Fair. Assn. of Furniture Manufacturers, 8 Hellerupvej, DK-2900 Hellerup. Annual.

May 24-27. Hospital and Welfare '77. BC. Annual.

June 7-9. EURO COMM '77—Advanced Communications Technology Exbn. BC. First Time.

Aug. 28-30. 13th Scandinavian Menswear Fair. BC. Semi-annual.

Sept. 15-18. 24th Scandinavian Fashion Week. Scandinavian Clothing Council, 115 Vester Voldgade, DK-1552 Copenhagen V. Semi-annual.

Nov. 5-13. Copenhagen Int'l Boat Show. BC. Annual.

Herning

The initials HH used below indicate a recurring fair organizer address: Herning Hallen A/S, DK-7400 Herning.

All fairs held in Herning Exhibition Hall.

Jan. 25-29. AGROMEK '77—Int'l Exbn. for Agricultural Mechanization and Breeding Stock. Sponsored by various Danish agricultural associations. Secretariat: Holmetoften 35D, DK-8270 Hojbjerg. Annual.

May 25-30. Gift-O-Rama—Int'l Gift Fair. HH. First Time.

Aug. 18-21. Furniture Exbn. HH. Annual.

Sept. 6-10. HI-77—Industries Technical Fair. Int'l Innovation Exbn. MI-77—Pollution Control Exbn. HH. Biennial.

Sept. 20-22. Cable and Pipe Exbn. HH. First Time.

Nov. 2-4. SYMA '77—Machinery and Equipment for Apparel Industry. HH. Triennial.

Ecuador

Guayaquil

Sept. 30-Oct. 16. Int'l Fair of Ecuador. Ferias S.A., P.O. Box 4184, Guayaquil; Telex No. 04-33-49 Ferias Ed.

Egypt

Cairo

All events will be held at Cairo Int'l Fairgrounds, Gezira.

Jan. 26-Feb. 6—Book Fair. General Book Organization, Corniche El Nil St., Ramlet Boulak. Annual.

March 7-21. Cairo Int'l Fair. Director General, Cairo Int'l Fair, Exhibition Grounds, Gezira. Annual.

Oct. 1-28. Int'l Agricultural Exbn. Director General, Cairo Int'l Fair, Exhibition Grounds, Gezira.

Finland

Helsinki

All events will be held at Helsinki Fair Center. Write: Finnish Fair Corp., P.O. Box 24, SF-00521 Helsinki 52. Telex 121119 Fexpo SF. Cable: Finnexpo.

Feb. 11-20. Int'l Boat Show. Annual.

April 15-24. HABITARE 77. Household furnishings, HEPAC/building materials for individual homes, leisure time materials. Biennial.

Sept. 1-5. MAXPO 77. Earthmoving, construction, forest industry machinery. Biennial.

Sept. 20-24. Helsinki Int'l Technical Fair. Special emphasis theme: packaging and materials handling equipment. Finland's most important trade fair. Annual.

Oct. 18-21. ELKOM 77. Electronic components, production and test equipment, telecommunications and data processing equipment (excluding that for administrative uses). Annual.

France

Most trade fairs in France are represented in the United States by: Mr. Wagner, French Trade Shows, 1350 Avenue of the Americas, New York, N.Y. 10019.

Grenoble

March 5-8. Int'l Winter Sports Equipment Trade Show of Grenoble—ALPEXPO. Palais des Expositions. Salon Professionnel Internationel des Articles de Sports d'Hiver (S.I.G.), ALPEXPO, 38029 Grenoble Cedex.

Oct. 3-7. National Trade Exbn. of Antipollution Techniques—ALPEXPO. Salon National Professionnel des Techniques Antipollution STAP, ALPEXPO, 38029 Grenoble.

Lyon

Oct. 1-4. European Furnishing Market. Grand Palais. Marche Europeen de l'Ameublement et des Fournitures Professionnelles pour l'Ameublement MEUROPAM. Faure Brac, Palais des Congres Internationaux, Quai Achille-Lignon, 69459 Lyon.

Nancy

Oct. 10-14. Int'l Market for European Diffusion of Subcontracting. Strasbourg Marche International pour la Diffusion Europeenne de la Sous-traitance M.I.D.-E.S.T., B.P. 1593, 54027 Nancy Cedex. Attn: Mr. Detourbet.

Oyonnax

May 9-14. Int'l Optical Equipment Exbn. Salon International de la L netterie, de l'Optique Oculaire et du Materiel pour Opticiens SILMO 66, rue Anatole-France 01103, Oyonnax.

Paris

Except where noted, Paris shows are held at Parc des Expositions, Porte de Versailles.

Jan. 8-12. Int'l Carpet and Floor Coverings Exbn. Salon International du Tapis et des Revetements de Sols, Mr. Breton, 22 avenue Franklin D. Roosevelt, 75008 Paris. Annual.

Jan. 13-24. Int'l Pleasure Yachting Exbn., C.N.I.T., Palais de la Defense, Puteaux. Salon International de la Navigation de Plaisance, SPODEX, 12 rue Clapeyron, 75008 Paris.

Jan. 16-20. Int'l Jewelry, Gold and Silverware, Watches and Clocks, Gifts Exbn. Salon de la Bijouterie, Joaillerie, Orfevrerie, Horlogerie et Cadeaux (BIJORHCA), Chambre Syndicale, BOCI, 26, rue du Renard, 75004 Paris.

Jan. 24-30. Int'l Audiovisual and Communication Exbn. Salon International Audiovisuel et Communication (A.V.E.C.), Mr. Boissinot, 20, rue Hamelin, 75116 Paris.

Feb. 4-7. Int'l Professional Paper Industry Exbn. Salon International Professionnel de la Papeterie (SIPPA), Mr. Durrieu, 14, Boulevard Montmartre, 75009 Paris.

Feb. 5-8. European Men's Wear Show. Salon Europeen de l'Habillement Masculin (SEHM), M. Miserey, 8, rue de Richelieu, 75001 Paris.

Feb. 5-8. Int'l Knitwear Industries Exbn. Salon International des Industries de la Maille, Mr. Mangeret, 11, rue Anatole de la Forge, 75017 Paris.

Feb. 5-9. Int'l Candy, Chocolate, Biscuit Trade Exbn. Salon International de la Confiserie, Chocolaterie, Biscuiterie (INTERSUC) 48, avenue de Villiers, 75847 Paris Cedex 17.

Feb. 12-18. Int'l Toys and Games Exbn. Salon International du Jouet, Mr. Vuagnat, 93, rue de Turenne, 75003 Paris.

March 5-14. Int'l Arts of Home-Making Exbn., Puteaux, Palais de la Defense. Salon International des Arts Menagers, Mr. Breton, 15, avenue de la Division Leclerc, 92806 Puteaux.

March 6-13. Int'l Agriculture Show. Salon International de l'Agriculture, Mr. Couillens, 19 Boulevard Henri IV, 75004 Paris.

March 6-13. Leisure Power Cultivation and Gardening Show. Salon de la Motoculture de Plaisance-Jardinage, Mr. Jean, 24 rue du Pont, 92523 Neuilly-sur-Seine.

March 7-13. Int'l Audio Festival. Centre International de Paris, Porte Maillot. Festival International du Son, Mr. Boissinot, 20 rue Hamelin, 75116 Paris.

March 6-13. Int'l Agricultural Machinery Show. Salon International de la Machine Agricole, Mr. Jean, 24 rue du Pont, 92523 Neuilly-sur-Seine.

March 26-30. Int'l Ladies Ready-to-Wear Clothing Exbn. and Section Boutique. Salon International du Pret-A-Porter Feminin et Section Boutique, Mr. Lauriol, 69 rue de Richelieu, 75002 Paris.

March 31-April 6. Int'l Electronic Components Exbn. Salon International des Composants Electroniques, Mr. Boissinot, 20 rue Hamelin 75116 Paris.

May 9-14. Int'l "Surface Treatment and Industrial Finishing" Exbn., C.N.I.T. La Defense. Salon International "Traitements des Surfaces et Finition Industrielle," Mr. Ollive, 40 rue du Colisee, 75008 Paris.

June 3-9. Int'l Laundry, Dyeing and Dry-Cleaning Machinery Exbn. Salon International de l'Equipment, Blanchisserie, Teinturerie, Traitement et Recyclage Industriel des Eaux, Mr. de Champ, 21 rue Dautancourt, 75017 Paris.

June 3-12. Int'l Aeronautics and Space Show. Paris Le Bourget. Salon International de l'Aronautique et l'Espace, Mr. Dassault—Mr. Lafont, 4 rue Galilee, 75116 Paris.

June 6-11. Heating, Refrigerating and Air-Conditioning Exbn. Salon International du Chauffage, du Froid et de la Climatisation, INTERCLIMA, 7 rue Copernic, 75782 Paris Cedex 16.

June 20-25. Int'l Exbn. of Hydraulic, Pneumatic and Mechanical Transmissions and Components for Machine and Equip-

ment Construction. C.N.I.T. La Defense. MECANELEM Salon International des Transmissions Hydrauliques, Pneumatiques, Mecaniques, et des Composants de la Construction de Machine et Equipements, Mr. Ollive, 40 rue du Colisee, 75008 Paris.
Sept. 8-12. Int'l Leather Week. Semaine Internationale du Cuir, Mr. Boutevilain, 109, rue du Faubourg st-Honore, 75008 Paris.
Sept. 8-13. Jewelry, Gold and Silver, Clock-ware, Gift Week. Salon de la Bijouterie Joaillerie, Orfevrerie, Horlogerie, Cadeaux BIJORHCA, Mr. Bernhardt, 26, rue du Renard, 75004 Paris.
Sept. 10-13. European Men's Wear Show. Salon Europeen de l'Habillement Masculin S.E.H.M., Mr. Miserey, 8 rue de Richelieu, 75001 Paris.
Sept. 12-14. Professional and Int'l Show of Open Air Sports and Pastimes Articles. Salon Professionnel International des Articles de Sport et de Loisir de Plein Air S.I.S.EL., 12 rue Clapeyron, 75008 Paris. SPODEX.
Sept. 22-30. Int'l Exbn. of Data Processing of Communication and Office Organization C.N.I.T. Place de la Defense, Puteaux. Salon International de l'Informatique, de la Communication et de l'Organisation du Bureau, S.I.C.O.B., Mr. Hermieu, 6 place de Valois, 75001 Paris.
Sept. 25-28. Hardware Trade Show. Salon Professionnel de la Quincaillerie QUOJEM, Mr. Devos, 42 rue du Louvre, 7500 Paris.
Oct. 6-16. Cycle Exbn. Salon de l'Automobile du Cycle et du Motocycle, Mr. Charpin, 3 avenue du President-Wilson, 75016 Paris.
Oct. 7-16. Int'l Exbn. of Motor Maintenance and Car Accessories. Salon International des Industries d'Equipement et d'Entretien de l'Automobile, Equip'Auto, 7 rue Copernic, 75782 Paris Cedex 16.
Oct. 16-24. Int'l Exbn. Equip'hotel. Salon Technique International de l'Equipement et da la Gestion des Hotels Restaurants Cafes et Collectivites, Equip'Hotel, Mr. Willard, 13 rue de Liege, 75009 Paris.
Oct. 22-26. Int'l Ladies Ready-to-Wear Clothing Exbn. and Section Boutique. Salon International du Pret-A-Porter Feminin et Section Boutique, Mr. Lauriol, 69 rue de Richelieu, 75002 Paris
Nov. 6-11. Int'l Retail Trader Equipment Show. Salon International de l'Equipement des-Commerces et des Metiers, EQUIP'MAG, Mr. Devos, 42 rue de Louvre, 75001 Paris.
Nov. 24-Dec. 4. Int'l Building Exbn. Salon International de la Construction et des Industries du Second Oeuvre, BATIMAT, Mr. Le Prince, 1 avenue Niel, 75017 Paris.
Nov. 29-Dec. 4. Int'l Laboratory Exbn. Salon International du Laboratoire, Mrs. Brylinsky, 12 rue Chabanais, 75002 Paris.

German Democratic Republic

Leipzig

March 13-20 and Sept. 4-11. Leipzig Spring Fair and Fall Fair. Leipziger Messeamt, DDR-701, Postfach 720. Semi-annual.

Germany, Federal Republic of

Berlin

Berlin fairs are held at Municipal Fairgrounds. Sponsor is AMK Berlin, Ausstellungs—Messe-Kongress GmbH, D-1000 Berlin 19, Messedamm 22.
Jan. 28-Feb. 6. Int'l Green Week. Annual.
April 18-21. INTERCHIC.
May 10-19. Water Berlin 1977.
May 31-June 4. Int'l Pharmaceutical and Medico-Technical Exbn. Annual.

AT CHILE FAIR—*Visitors to the U.S. pavilion at the recent Santiago Int'l Fair were fascinated by "Puma Stalker," all-terrain vehicle of Ski-Tow Mfg. Co., Elkhart, Ind.*

Aug. 26-Sept. 4. Int'l Radio and TV Exbn.
Sept. 22-26. Overseas Import Fair. Annual.
Oct. 8-12. INTERCHIC.

Cologne

Fairs are held at the Cologne Fairgrounds. Sponsor is Messe-und Ausstellungs-GmbH., 5 Koeln 21, Postfach 210760.
Jan. 19-23. German Furniture Fair.
Jan. 31-Feb. 4. Int'l Sweets and Biscuits Fair. Annual.
Feb. 10-13. Int'l Fair for Household Appliances, Fittings, Components. Annual.
Feb. 12-14. Housewares Fair. Annual.
Feb. 13-15. Int'l Hardware Fair. Annual.
Feb. 27-March 1 and Aug. 21-23. Int'l Mens' Fashion Week. Semi-annual.
March 11-13 and Oct. 7-9. Int'l Fair for the Child. Semi-annual.
May 14-17. INTERZUM.
Sept. 10-15. ANUGA—World Food Market.
Sept. 25-27. SPOGA. Int'l trade fair for sports goods, camping equipment & garden furniture. Annual.
Sept. 25-27. Garden Trade Fair. Annual.
Oct. 12-15. Fifth Int'l Exbn. of Sports Facilities and Swimming Pools.

Duesseldorf

Fairs are held at the Duesseldorf Fairgrounds. The initials DM indicate recurring fair organizer, sponsor and address: Duesseldorf Messegesellschaft mbH.- NOWEA, *4 Duesseldorf 30, Postfach 320203.*
Jan. 22-30. Int'l Boat Show. DM. Annual.
Feb. 7-12. ENVITEC 77. DM.
March 13-16, April 24-28, Sept. 11-14 and Oct. 23-27. IGEDO. Fashion Fair. IGEDO-Internationale Modemesse GmbH, 4 Duesseldorf 30, Freiligrathstr. 28. 4 times a year.
March 26-28 and Sept. 24-26. Int'l Footwear Fair. DM. Semi-annual.
March 28-April 2. Int'l Dental Fair. DM.
May 14-17. OPTICA 77. DM.
June 3-16. DRUPA. DM.
Oct. 6-12. INTERKAMA 77. DM.
November. Industrial Safety Fair.

Essen

All shows held in Grugahalle. Sponsor and address for each: AMGE *Ausstellungs- und Messegesellschaft mbH., 43 Essen 1, Norbertstr. 56.*
Jan. 29-Feb. 6. DEUBAU 77.
March 2-7. Int'l Exhibit for Equestrian Sports.
Sept. 21-28. Int'l Welding Fair.
Oct. 8-16. Int'l Caravan Exbn. Annual.

Frankfurt

Fairs are held at the Frankfurt Fairgrounds. The initials MA indicate a recurring fair organizer, sponsor and address: Messe-und Ausstellungs-GmbH, 6000 Frankfurt Am Main 97, Postfach 970 126.
Jan. 12-16. Int'l Fair for Home Textiles and Household Textiles. MA. Annual.
Feb. 27-March 3. Frankfurt Int'l Spring Fair. MA. Annual.
Feb. 27-March 3. Spring Fair. MA. Annual.
March 23-27. Int'l Trade Fair—Sanitation, Heating, Air-conditioning. MA.
April 20-24. Int'l Fur Trade Fair. Frankfurter Rauchwaren - Messe - GmbH, 6 Frankfurt/Main, Bettinaplatz 1, Postfach 7787. Annual.
May 10-13. INTERSTOFF. Int'l Fair for Clothing Textiles—Spring. MA. Annual.
June 5-12. Int'l Meat Trades Fair. MA.
Aug. 28-31. Fall Fair. MA. Annual.
Oct. 12-17. Frankfurt Book Fair. Ausstellungs-und Messe-GmbH, des Boersenvereins des Deutchen Buchhandels, 6 Frankfurt/Main 1, Kleiner Hirschgraben 10-12, Postfach 2404. Annual.
Oct. 25-28. Office Equipment Exbn.
Nov. 22-25. INTERSTOFF. Int'l Fair for Clothing Textiles—Fall. MA. Annual.

Hamburg

Fairs are held at Hamburg Messe and Congress GmbH Fairgrounds. Write: 2 Hamburg 36, Jungiustrasse 18.
March 4-9. Int'l Fair for the Hotel, Catering and Bakery Trade.
Oct. 20-30. Int'l Boat Show.

Hanover

Write: Deutsche Messe-und Ausstellungs A.G., 3 Hanover 82, Messegelaende.
March 7-11. DIDACTA 77.
April 20-28. Hanover Fair. Annual.
May 18-24. LIGNA 77.
June 7-10. INTERHOSPITAL 77.
Sept. 20-29. European Machine Tool Show. Verrin Deutscher Werkzeng-Machinen fabriken, 6000 Frankfurt/Main, Cornelinstr. 4.

Munich

Fairs are held at the Munich Fairgrounds. The initials MA indicate a recurring fair organizer address: Meuncheener Messe-und Ausstellungs-gesellschaft

mbH, D-8000 Munich L12, Postfach 12 10 09.
Feb. 5-13. Int'l Caravan and Boat Show. MA. Annual.
Feb. 12-15. INHORGENTA—Watches, Jewelry, Silverware. MA. Annual.
Feb. 24-27. ISPO—Sporting Goods. MA. Annual.
March 10-16. BAUMA—Building Machinery. MA.
March 26-April 3. Int'l Handicraft Fair. Gesellschaft Fuer Handwerksauss-tellungen und messen GmbH, D-8000 Munich 2, Theresienhoehe L14. Annual.
April 13-17 and Oct. 2-6. Int'l Fashion Week. Mode-Woche-Meunchen GmbH, D-8000 Munich 2, Theresienhoehe 15. Semi-annual.
May 7-15. Int'l Bakery Exhibit. Gesellschaft fuer Hand-Werksausstellungen und Messen, 8 Munich 2, Theresienhoehe.
June 20-24. Laser OPTOELECTRONICA. MA.
Sept. 9-16. Int'l Brewing Fair. MA.
Oct. 17-21. System 77. MA.
Nov. 4-10. Int'l Hotel and Catering Fair. MA.
Nov. 22-26. PRODUCTRONICA.

Nuremberg

Fairs are held at Nuremberg Fair Center.
Feb. 5-11. Int'l Toy Fair. Spielwarenmesse eg, D-85000 Nuremberg, Messezentrum. Annual.
April 1-4. Int'l Hunting and Fishing Equipment Fair. NMA Nuremberg Messe- und Ausstellungsgesellschaft GmbH, D-85000 Nuremberg, Messezentrum. Annual.

Offenbach

Feb. 26-March 2 and Aug. 27-31. Int'l Leather Goods Fair. Offenbach Fairgrounds. Offenbacher Messe-Gesellschaft GmbH, D-605 Offenbach am Main, Postfach 32. Semi-annual.

Stuttgart

June 9-12. Int'l Shutter and Blinds Trade Fair. Stuttgarter Ausstellungs GmbH, 7000 Stuttgart 1, Postfach 990, Am Kochenhof.

Greece

Athens

The initials HFC used below indicate a recurring fair organizer address: Hellenic Fashion Center, 50 Omirou St., Athens 135.
Jan. 24-28. XENIA 77. Tourism and hotel equipment. Zappeion Bldg. Greek Organization for Technological Exhibitions, 5 Kodrou St., Athens 119. Annual.
March 1-4. Fourth Int'l Shoe and Leather Fair. Caravel Hotel. HFC. Semi-annual.
July 16-19. Sixth Int'l Hellenic Fashion Fair. Caravel Hotel HFC. Semi-annual.
September (dates to be announced). Fifth Int'l Shoe and Leather Fair. Caravel Hotel. HFC. Semi-annual.
October (dates to be announced). INDEX 77. Mechanical equipment. Zappeion Bldg. Genor-A. G. Liakos Ltd., 55 Patr Ioakim St, Athens. Annual.

Thessaloniki

All events will be held at Thessaloniki Fairgrounds, write: Conseil Administrative de la Foire International de Thessaloniki, Thessaloniki.
Jan. 28-31. Fifth Int'l Hellenic Fashion Fair. Semi-annual.
April 17-24. Food, beverages and machines. Annual.
May 14-18. Handicraft Exposition of EEC countries. Biennial.
June 5-12. Fifth Int'l Marble Fair. Annual.
Sept. 4-18. 42nd Int'l Thessaloniki Fair. Annual.

Guatemala

Guatemala City

Oct. 31-Nov. 13. INTERFER '77 — Guatemalan Int'l Fair. Comite Permnente de Exposiciones—COPEREX, Parque de la Industria, 8A, Calle 2-33, Zona 9 Biennial.

Hong Kong

April. Machinery Exbn. Hong Kong Productivity Center, Flat 4 A, Wai Yip Industrial Bldg., 171 Wai Yip St., Kwun Tong, Kowloon, L. T. Chan, Mgr.
July 8-12. Scientific Equipment Exbn. Federation of Hong Kong Industries, Industrial Bldg., 12th Fl., Unit A, 21 Ma Tau Wei Rd., Hung Hom, Kowloon, Richard Liu, Mgr.
Sept. 16-20. Office Equipment Exbn. Fed. of Hong Kong Industries, address above. T. W. Wong, Mgr.
November. Textile Machinery Exbn. Hong Kong Productivity Center, address above.
Dec. 9-13. Industrial Chemicals Exbn. Fed. of Hong Kong Industries, address above.

Hungary

Budapest

All events will be held at the Kobanya Fair Grounds. Write: HUNGEXPO, *Foreign Trade Office for Fairs and Publicity, H-1441 Budapest, P.O. Box 44; telex, 22-4188.*
April 15-20. AGROMASEXPO—Int'l Exbn. of Farm & Food Processing Machinery; LIMEXPO—Int'l Exbn. of Textiles; HUNGAROPLAST—Int'l Exbn. of Plastics; Autoservice Int'l Exbn.
May 18-24. 4th Budapest Int'l Spring Fair for Capital Goods.
Sept. 16-25. 4th Budapest Int'l Fall Fair for Consumer Goods.
Oct. 19-23. 3rd Int'l Exbn. of Industrial Electronics.
Oct. 19-25. Int'l Exbn. of Educational Equipment.

Iceland

Reykjavik

Aug. 26-Sept. 11. Home EXPO 77. Home furnishings.

Indonesia

Jakarta

June-July. Jakarta Trade Fair. Jakarta Fair Management, Lapungan Merdeka Monas, Jakarta. Annual.

Iran

Tehran

All events will be held at the Tehran Fairgrounds. Iran International Fairs & Exhibitions Corp., P.O. Box 33-32, Tajrish.
April 29-May 6. Construction Int'l Fair & Conf. Biennial.
June 10-17. Transport & Communications Int'l Fair.
Sept. 19-Oct. 1. Tehran Int'l Trade Fair. Annual.
Oct. 28-Nov. 4 Agriculture, Water & Food Exbn. Biennial.

Iraq

Baghdad

Oct. 1-15. Baghdad Int'l Fair.

Israel

Tel Aviv

April 28-May 14. Modern Living—Tel Aviv Int'l Trade Fair. Consumer goods. Fairgrounds. Annual.
June 8-15. Technology '77—Tel Aviv Int'l Trade Fair. Capital, industrial equipment; with seminar. Biennial.
Oct. 10-14. Third Int'l Hotel & Catering Exbn. Fairgrounds. Biennial.
Oct. 10-14. ACLIM '77—Int'l exbn. for building and construction; with seminar. Fairgrounds. Irregular.

Italy

Bari

Sept. 20-26. Fiera del Levante—Int'l Samples Fair. Includes AGRILEVANTE—Exbn. of Agriculture & Livestock Machinery & Equipment; EDILEVANTE—Int'l Fair of Materials & Equipment for Construction Industry. Ente Autonomo "Fiera del Levante," 70100 Bari. Annual.

Bologna

For Bologna fairs, contact: Angelo Nicoletti, Pres., Ente Autonomo per le Fiere di Bologna, Piazza Constituzione 6, 40128 Bologna.
Feb. 17-20; Sept. 15-18. MODAMAGLIA-MODAINTIMA—Knitwear-Underwear.
Apr. 21-25. COSMOPROF. Perfumery & cosmetics products; raw materials; costume jewelry; beauty parlor & hairdresser's furnishings & equipment; machinery & apparatus for chemical, cosmetics, pharmaceutical, foodstuffs industries. Annual.
May 28-June 6. Int'l Trade Fair of Bologna. Machine tools, tooling, hardware and accessories for small manufacturing industries and for handicraft activities. Annual.
Oct. 8-16. Int'l Exbn. of Building Industrialization. Materials, equipment, machinery, supplies, materials handling equipment, accessories and products for building and construction industries. Annual.

Florence

Jan. 30-Feb. 2; Sept. 3-6. PITTI BIMBO. Children's Fashion Wear. Palazzo degli Affari. Franco Tancredi, Centro di Firenze per la Moda Italiana, Via Faenza 109, 50123 Florence. Semi-annual.
Feb. 4-7. MAIT. Knitwear. Palazzo degli Affari. Contact: same as above. Annual.
Feb. 11-14; Sept. 16-19. PITTI UOMO. Men's Fashion Wear. Palazzo degli Affari. Contact: same as above. Semi-annual.
March 12-15. AUREA TRADE. Specialized exhibition of goldsmiths' handicraft. Palazzo degli Affari. Manifestazione Orafe Italiane, Via Tornabuoni 15, 50123 Florence. Annual.
March 20-23; Oct. 16-19. PITTI DONNA. Ladies' Fashion Wear & Accessories. Palazzo degli Affari, Palazzo Pitti, and Hotel Baglioni. Franco Tancredi, Centro di Firenze per la Moda Italiana, Via Faenza 109, 50123 Florence. Semi-annual.
Sept. 3-6. 17th Exbn. of Footwear, Handbags, Leather Goods, Leather Clothing & Accessories. Cesare Giannozzi, Exec. Mgr., Campionaria di Firenze, Via Valfonda 9, 50123 Florence. Annual.

Genoa

For fairs in Genoa, write: Fiera Internazionale di Genoa, Piazzale J. F. Kennedy, 16129 Genoa.
March 11-20. PRIMAVERA '77. 8th Int'l Novelty Gift-Fair; 8th World Travel & Holiday Show; 16th Int'l Caravan-Camping Exbn. Annual.
Sept. 29-Oct. 2. EXPO-DENTAL '77. Int'l Exbn. of Dental Equipment & Supplies.
Nov. 12-20. TECNHOTEL—14th Int'l Exbn. of Hotel Equipment and Promotion of Tourism. Annual.

Milan

Jan. 28-Feb. 2; Sept. 8-12. CHI-BI-CAR—Knick Knacks, Costume Jewelry & Giftware Show. CHI-BI-CAR, Vla Monferrato 10, Milano. Salone Internazionale della Chincaglieria, Bigiotteria, Cartoleria e Articoli Regalo.
Feb. 5-9. INTEL—Int'l Electrical Engineering Exbn. Rassegna Internazionale

di Ingegneria-ANIE, Via Luciano Manara 1, Milano. Annual.
Feb. 12-16; Sept. 8-12. VACEF—Int'l Exbn. of Houseware, Glassware, Ceramics, Silverware, Giftware, Hardware & Tools. VIP-MACEF, Via Solferino 25, 20121 Milano. Semi-annual.
March 1-7. Int'l Heating, Air Conditioning, Refrigeration, Plumbing & Sanitary Equipment Exbn. & CONV. Mostra Convegno Internazionale Riscaldamento, Condizionamento, Refrigerazione, Idrosanitaria. Annual.
March 13-16. MIAS Int'l Sporting Goods Show. ASSOSPORT Mercato Internazionale dell'Articolo Sportivo, Via Petitti 16, Milano. Semi-annual.
March 25-27. COVIS-PEL—Int'l Furs Show. COMIS, Salone Internazionale della Pellicceria, Via Boccaccio 7, Milano. Annual.
Apr. 14-23. Int'l Samples Fair. LV, Fiera di Milano-Campionaria Internazionale, Ente Autonomo Fiera di Milano, Largo Domodossola, 1 Milano. Annual.
May 7-10. MIDO—Int'l Optics, Optometry & Opthalmology Exbn. VII Mostra Internazionale di Ottica Optometria. ANFAO, Via Petitti 16, Milan. Annual.
May 21-25. Star Int'l Carpets & Furnishing Fabrics Show. Salone Internazionale del Tappeto e del Tessile d'Abbigliamento. Star, Viale Monza 128, Milano. Annual.
Sept. 8-12. Int'l Music & High Fidelity Show. Salone Internazionale della Musica e High Fidelity, Via Vitruvio 38, Milano. Annual.
Sept. 24-29. SMAU '77 —Int'l Office Machinery, Furniture & Equipment Show. Salone Internazionale Macchine Mobile e Attrezzature per Ufficio. SMAU, Corso Venezia 47/43, Milano. Annual.
Oct. 3-9. IMPACK-IMA—Int'l Packing & Packaging, Materials Handling, Food Processing Equipment Show. IPACK-IMA, Via C. Ravizza 62, Milano. Biennial.
Oct. 9-11. MIAS '77—Int'l Sporting & Camping Articles Show. Salone Internazionale Campeggio Sport. ASSOSPORT, Via Petitti 16, Milano. Biennial.
Oct. 11-15. VAC '77—Int'l Chemical Equipment Show. Mostra Internazionale della Apparecchiature Chimiche e per Analist, MAC, Via Tiziano 19, Milano. Annual.

Rome

March 23-Apr. 3. Int'l Electronic, Nuclear, Television, Radio & Motion Picture Exbn. Rassegna Internazionale Elettronica, Via Crescenzio 9, 00193 Rome. Annual.

Turin

May 25-29. AUTOMOTOR '77—3rd Int'l Exbn. of Vehicle Maintenance & Repair Equipment, Parts & Accesories. Terza Mostra Mercato Internazionale Parti, Ricambi. Accessori e Attrezzature per Autofficina, Corso Galileo Ferraris 61, 10128 Turin. Biennial.
Sept. 6-12. CARAVAN EUROPA '77—3rd Int'l Exbn. of Trailers & Accessories. Terzo Salone Professionale Internazionale Caravan e Accessori, Corso Massimo d'Azeglio 15, 10126 Turin. Annual.
Sept. 24-Oct. 2. TECNICA '77—Int'l Technical Show. Equipment for machine tools, measuring and control instruments for laboratories and for industrial use, industrial application of electronics, electronics in business organization, technical books and periodicals. Salone Internazionale della Technica e della Montagna, Corso Massimo d'Azeglio 15, 10126 Turin. Annual.
Sept. 24-Oct. 2. MONTAGNA '77—Int'l Mountain Show. Training equipment for mountain army troops, air cable transportation, winter traffic vehicles & equipment, mountain aircraft. Salone Internazionale della Montagna, Corso Massimo d'Azeglio 15, 10126 Turin. Annual.
Sept. 24-Oct. 2. ELETTRONICA 4. 4th Int'l Industrial Electronic Exbn. Mostra Internazionale di Elettronica Industriale, Corso Massimo d'Azeglio 15, 10126 Turin. Triennial.
Nov. 5-12. Int'l Industrial Vehicle Show. Salone Internazionale del Veicolo Industriale, Corso Galileo Ferraris 61, 10128 Turin. Biennial.

Verona

Feb. 6-15. SAMOTER—Int'l Earth Moving and Building & Construction Machinery Exbn. Salone Internazionale Macchine per Movimento di Terra. Ente Autonomo per le Fiere di Verona, Piazzale delle Fiere, Verona. Annual.
March. Int'l Agricultural & Livestock Fair and Farm Machinery Exhibition. Ente Autonomo per le Fiere di Verona. Address above. Annual.
Oct. 22-26. EUROCARNE—Int'l Show of Technology for Meat Processing, Preserving & Distribution. Salone Internazionale delle Tecnologie per la Lavorazione, Conservazione e Distribuzione delle Carni. Ente Autonomo per le Fiere di Verona, address above. Annual.

Ivory Coast

Abidjan

May. SITHA '77. Int'l textile exbn. Hotel Ivoire. SITHA '77, Attn.: John Johnson. Centre Ivoirien du Commerce Extérieur. P.O. Box V68. Biennial.

Japan

Fukuoka

May 19-24. 17th Western Japan Machinery Exbn. Nishi Nihon Sogo Tenjijyo. Kyushu Industrial Management Assn., Chamber of Commerce and Industrial Bldg., 2-9-28, Hakata-ekimae, Hakata-ku, Fukuoka. Annual.
October. Western Japan Industrial Development Exbn. Kita Kyushu-shi Sogo Tenjijyo. Sponsor same as above.

Nagoya

All shows held in Nagoya Fukiage Hall.
May 26-30. Nagoya Int'l Metalworking Machines Exbn. The Industrial Daily News, 1-11, Takaoka-cho, Higashi-ku, Nagoya. Annual.
June 15-18. 22nd Business Machine Show. Chubu Office Mechanization Assn., Chukei Bldg., 1-24, Hijie-cho, Nakamura-ku, Nagoya. Annual.
October. 1977 Japan Machinery Fair; 1977 Japan Pollution Control Equipment Fair. Nagoya Trade Fair Assn., Nagoya Fukiage Hall, 18, Umahashiri, Chikusa-ku, Nagoya. Annual.
November. '77 Chubu Electronics Show. Chubu Electronics Shinkokai, 3-24, 6-Bancho, Atsuta-ku, Nagoya. Annual.

Osaka

Except where noted, events will be held at Osaka Int'l Trade Center, Minato Fairgrounds.
Feb. 24-26. Computer Terminals & Peripheral Equipment Exbn. Nippon Office Management Assn., Osaka Science Museum, 1-118, Utsubo, Nishi-ku, Osaka. Annual.
April 1-4. Scientific Instruments Show. Osaka Merchandise Mart Building. The Nihon Kogyo Shimbun Co., Ltd., 27, Umeda-cho, Kita-ku, Osaka. Biennial.
May 12-16. Osaka Int'l Metalworking Machines Exbn.; Osaka Mechanical Automation Show. The Industrial Daily News, 2-1, Kyobashi-Maeno-cho, Higashi-ku, Osaka. Annual.
Sept. 4-12. Osaka Int'l Environmental Pollution Control Exbn.; Osaka Industrial & Engineering Materials Exbn.; Osaka Engineering Design Efficiency Exbn.; Security & Safety Exhibition. Sponsor same as above. Annual.
October. Japan Electronics Show '77. Japan Electronics Show Assn., Dai-24 Mori Bldg., 3-23-5, Nishi-Shimbashi, Minato-ku, Tokyo. Annual.
November. Osaka Int'l Anti-Pollution Exbn.; Japan Resources Recycling Exbn.; Security & Safety Exbn. The Nihon Kogyo Shimbun Co., Ltd., 1-7-2, Ohtemachi, Chiyoda-ku, Tokyo. Annual.

Tokyo

Except where noted, events will be held at Tokyo Int'l Trade Center, Harumi Fairgrounds.
Jan. 20-21. 52nd Tokyo Fashion Fair (TOYOREN). Tokyo Industrial Center, Ohtemachi Hall. Tokyo Fashion Union, Kiseifuku Kaikan, 2-4-9, Iwamoto-cho, Chiyoda-ku, Tokyo. Semi-annual.
Jan. 26-29 INTERNEPOON & Japan, '77. I.S.C.M. Japan, Kokado-Bldg., 1-3-18, Akasaka, Minato-ku, Tokyo. Annual.
March 2-5. 11th Self-Service Fair. Tokyo Oroshiuri Center. Japan Self-Service Assn., Tokyo Oroshiuri Center, 7-22-17, Nishi-Gotanda, Shinagawa-ku, Tokyo. Annual.
March 14-18. Tokyo Int'l Anti-Pollution Exbn.; Security & Safety Exbn.; Japan Resources Recycling Exbn. The Nihon Kogyo Shimbun Co., Ltd., 1-7-2, Ohtemachi, Chiyoda-ku, Tokyo. Annual.
March 14-18. '77 Int'l Hotel & Restaurant Show; '77 Int'l Food Exbn. Japan Management Assn., Kyoritsu Bldg., 3-1-22, Shiba-Koen, Minato-ku, Tokyo. Annual.
Late March. 3rd Int'l Ideal and Inventions Products Exbn. Tokyo Industrial Center, Ohtemachi Hall. The Japan Society for the Advancement of Inventions, The Society for the Advancement of Skill, 3-1-6, Iidabashi, Chiyoda-ku, Tokyo. Annual.
March 31-April 4. 16th Tokyo Int'l Boat Show. Japan Boating Industry Assn., Asano Bldg., 2-5-1, Ginza, Chuo-ku, Tokyo. Annual.
April 9-13. Japan Graphic Arts' Show. Insatsu Kizai Dantai Kyogikai, 3-21, Nishiki-cho, Kanda, Chiyoda-ku, Tokyo. Annual.
April 15-17. Japan Camping Show. Meiji Shrine Art Gallery's Plaza. Japan Autocamping Federation, New Ueno Bldg., 1-24, Yotsuya, Shinjuku-ku, Tokyo. Annual.
April 22-May 1. Tokyo Int'l Trade Fair. Tokyo Int'l Trade Fair Commission, 4-7-24, Harumi, Chuo-ku, Tokyo. Biennial.
May 11-12. 40th Tokyo Int'l Sports Goods Fair. Tokyo Sports Goods Wholesaler Assn., 5-8-6, Asakusabashi, Taito-ku, Tokyo. Semi-annual.
May 16-20. Automatic-Control and Instrumentation Exbn.; Automatic-Labor Saving Machines Exbn. The Industrial Daily News, 1-8-10, Kudan-Kita, Chiyoda-ku, Tokyo. Annual.
May 17-20. 16th Metal Finishing MET Show. Tokyo Industrial Center, Ohtemachi Hall. The Metal Finishing Society of Japan, Kyodo Bldg., 2, Kanda-Iwamoto-cho, Chiyoda-ku, Tokyo. Annual.
May 26-31. 52nd Business Show; '77 Int'l Modern Hospital Show. Nippon Office Management Assn., Seikyo Kaikan, 4-1-13, Sendagaya, Shibuya-ku, Tokyo. Annual.

June 15-18. JPCA Show '77. Japan Printed Circuit Assn., Yoshida Bldg., 21, Shiba-Kamiya-cho, Minato-ku, Tokyo. Annual.

June. 18th Screw Machine Fair; 8th Fastener Show. The Metal Industry News, 3-23-6, Nishi-Shimbashi, Minato-ku, Tokyo. Annual.

Mid-June. 5th Int'l Frozen Foods Industries Exbn.; '77 Int'l Mechanical Handling Exbn. Japan Management Assn., Kyoritsu Bldg., 3-1-22, Shiba-Koen, Minato-ku, Tokyo. Annual.

July 19-20. 53rd Tokyo Fashion Fair (TOYOREN). Tokyo Industrial Center, Ohtemachi Hall. Tokyo Fashion Union, Kiseifuku Kaikan, 2-4-9, Iwamoto-cho, Chiyoda-ku, Tokyo. Semi-annual.

Sept. 2-5. '77 Fluid Power Instruments Exbn. The Nihon Kogyo Shimbun Co., Ltd., 1-7-2, Ohtemachi, Chiyoda-ku, Tokyo. Biennial.

Sept. 6-9. 5th Mass-Merchandising Fair. Tokyo Oroshiuri Center. Shogyokai, 2-4-9, Azabudai, Minato-ku, Tokyo. Annual.

Sept. 12-16. Japan Pack '77. Japan Packaging Machinery Manufacturers' Assn., Dai-2 Nanoh Bldg., 2-20-1, Nishi-Shimbashi, Minato-ku, Tokyo. Biennial.

Sept. 26-30. '77 Int'l Heating, Air Conditioning and Sanitary Engineering Exbn. Japan Management Assn., Kyoritsu Bldg., 3-1-22, Shiba-Koen, Minato-ku, Tokyo. Annual.

Oct. 17-21. Tokyo Int'l Metalworking Machines Exbn.; Tokyo Metalforming Machines Exbn. The Industrial Daily News, 1-8-10, Kudan-Kita, Chiyoda-ku, Tokyo. Annual.

Oct. 28-Nov. 7. 22nd Tokyo Motor Show. Japan Motor Industrial Federation, Ohtemachi Bldg., 1-6-1, Ohtemachi, Chiyoda-ku, Tokyo. Biennial.

Late October. '77 Construction Equipment Exbn. Harumi Pier. Japan Construction Mechanization Assn., Kikai Shinko Kaikan, 3-5-8, Shiba-Koen, Minato-ku, Tokyo. Annual.

November. Micro System Show '77. Tokyo Oroshiuri Center. Japan Microphotography Assn., Kudo Bldg., 3-5, Kanda-Kajicho, Chiyoda-ku, Tokyo. Annual.

Nov. 11-12. 41st Tokyo Int'l Sports Goods Fair. Tokyo Sports Goods Wholesaler Assn., 5-8-6, Asakusabashi, Taito-ku, Tokyo. Semi-annual.

Kenya

Nairobi

Sept. 28-Oct. 2. Nairobi Int'l Show. Primarily agricultural, but some manufacturers, mostly those producing locally, exhibit products. Jamhuri Park. Agricultural Society of Kenya, P.O. Box 30176; Telex: AGRICSOC. Annual.

Korea

Seoul

Events will be held at Exhibition Hall.

April 7-May 12. Korea Trade Show. Korea Trade Promotion Corp. (KOTRA), 10-1, 2-KA, Hwehyun-Dong, Chung-Ku, Seoul 100.

June 1-20. Korea Machinery Exbn. Korean Society for the Advancement of Machine Industry, #1-643 Yoido-Dong, Yungdeungpo-Ku, Seoul 150.

October. 8th Korea Electronics Show. Fine Instruments Center, Guro Danji P.O. Box 27, Yungdeungpo-Ku, Seoul 150 (U.S. office: Room 636, Korea Center, 460 Park Ave., New York, N.Y. 10022; Tel. 212-765-7310/7313). Annual.

Libya

Tripoli

March 1-20. Tripoli Int'l Fair. Int'l Fairgrounds. Saleh al-Azzabi, Chmn., General Corp. for Fairs and Touring, Ministry of Economy, P.O. Box 891. Annual.

Luxembourg

Write: Societe des Foires Internationales de Luxembourg SA, BP 110.

May 14-22. 30th (Spring) Int'l Fair. Kirchberg. Food products, beverages, household goods, leisure equip. Annual.
Oct. 8-16. 31st (Autumn) Int'l Fair. Kirchberg. Home and office furnishings and furniture, industrial equipment. Annual.

Mexico

Mexico City

Feb. 24-March 28. Feria del Hogar. Sports Palace. Ferias y Exposiciones, Lic. Enrique Navarro, Mgr.

April. Restaurant Suppliers Exbn. Reportes EFM, Emilio Ferstl Molina, Coordinator of Int'l Expositions.
July. Mexprint. Same sponsor as above.
November. Intermexpo. Manufacturing machinery. Sports Palace. Same sponsor as above.
Nov. 4. III Didactic Int'l American. Ferias y Exposiciones, Lic. Enrique Navarro, Mgr.

Morocco

Casablanca

April 28-May 15. Casablanca Int'l Fair. Commissariat General de la Foire Internationale de Casablanca, Prefecture de Casablanca. Biennial.

Netherlands

Amsterdam

The initials RAI indicate a recurring fair organizer address: R.A.I. Gebouw B.V., 8 Europaplein, Amsterdam.
Jan. 10-13. HORECAVA. Restaurant and institutional equipment exbn. RAI. Annual.
Feb. 10-20. PERSONENAUTO. Exbn. of passenger vehicles. Netherlands Assn. for Bicycle and Automotive Industry, 2 Europaplein, Amsterdam. Biennial.
March 4-13. HISWA. Int'l boat show. RAI. Annual.
March 30-April 5. AUTOVAK 77. Garage equipment, tools, automobile parts, accessories. RAI. Biennial.
April 15-24. 32nd Int'l Household Fair. Europaid BV, 94 Gerrit van der Veenstraat, Amsterdam-Z. Annual.
May 10-13. INTERCLEAN. Trade fair for industrial maintenance and cleaning, street-cleaning and garbage disposal. RAI. Biennial.
May 26-June 5. AMPHILEX. Int'l stamp-collectors exbn. RAI.
Sept. 21-29. HET INSTRUMENT. Scientific, medical and industrial instruments. Coop. Ver. Het Instrument, P.O. Box 152, Soest. Biennial.
Dec. 10-18. CARAVAN RAI 77. Int'l travel trailer, mobile home, parts and accessories exbn. RAI. Annual.

Rotterdam

Jan. 28-Feb. 6. CARAVAN AHOY 77. Intradex, 111 Hoogstraat, Rotterdam. Annual.
March 15-19. NEDEX. Exbn. for import, export and forwarding services. Europort BV, 44 Waalhaven Z, Rotterdam. Annual.
Sept. 6-10. ISOLATIE 77. Exbn of insulation materials. Intradex, 111 Hoogstraat, Rotterdam. Biennial.
Sept. 30-Oct. 9. FEMINA 30. Consumer products exbn. Rotterdams, Tentoonstellings Bureau, 700/207 Strevelsweg, Rotterdam. Annual.
Oct. 18-22. HOUT 77. Lumber, lumber products and lumber processing equipment. Intradex, 111 Hoogstraat, Rotterdam. Annual.
Oct. 31-Nov. 2. SPOVAK. Int'l sport and camping goods exbn. 71 Thurledeweg, Rotterdam, Annual.
Nov. 15-19. EUROPORT 77. Int'l maritime exbn. Europort BV, 44 Waalhaven Z, Rotterdam. Annual.

Utrecht

The initials RNIF indicate a recurring fair organizer address: Royal Netherlands Industries Fair (RNIF), Jaarbeursplein, Utrecht.
Jan. 24-30. KARWEI 77. Do-it-yourself exbn. RNIF. Annual.
Jan. 24-30. KREATIEF 77. Exbn. for embroidery, knitting, sewing and other handicrafts. RNIF. Annual.
Jan. 26-30. VACANTIE 77. Tourism and recreation exbn. RNIF. Annual.
March 6-10. Int'l Spring Fair. Consumer products. RNIF. Annual.
March 6-10. WINKEL 77. Store fittings exbn. RNIF. Biennial.
March 20-22. Int'l Shoe Exbn. RNIF. Annual.
March 25-April 2. Building Exbn. RNIF. Triennial.
May 3-7. MEDICA. Int'l exbn. for hospitals and institutions. RNIF. Biennial.
Aug. 22-25. INDRO-PARFUMERIEBEURS. Exbn. of perfumes, cometics, toiletries, sundries. RNIF. Annual.
Sept. 4-8. Int'l Autumn Fair for Consumer Products. RNIF. Annual.
Sept. 7-13. Int'l Furniture Fair. RNIF. Biennial.
Oct. 10-14. SECURITY 77. Security equipment exbn. RNIF. Biennial.

New Zealand

Auckland

March 28-31. National Footwear Fair. Mandalay Lounge, Newmarket. Footwear and components. Auckland Manufacturers' Assn., P.O. Box 28245, Remuera.
Aug. 19-29. New Zealand Int'l Trade Fair. Auckland Showgrounds, Epson. Capital equipment, and trade displays mounted on a national court concept. 1977 NZ International Trade Fair, P.O. Box 26,014, Epson.

Hamilton

Events are held at Mystery Creek, write: New Zealand National Fieldays Society, Inc., Private Bag, Hamilton.
Feb. 23-26. New Zealand Building Fieldays. Building and construction equipment.
June 16-18. New Zealand Agricultural Fieldays. Agricultural equipment and materials.
Nov. 3-5. New Zealand Transport Fieldays. All transport modes, wheels, water and wings.

Nicaragua

Granada

April (tentatively the final week). Expica '77. Granada Fairgrounds. Exposicion Pecuaria de Centroamerica, Apartado Postal 1193, Managua; Attn: Ernesto Salazar. Annual, rotates among the five Central American countries as well as Panama.

Nigeria

Lagos

November or December. Int'l Trade Fair. To be held at new international fair complex now under construction.

Norway

Oslo

Jan. 27-Feb. 1. CARAVAN '77. Sjolyst. Norges

Caravan Produsenters og Importorers Forening, c/o Arne Chr. Knudsen, Caravans International Norge A/S, P.O. Box 92, 3051 Mjondalen. Annual.
April 15-24. The Sea For All. Boats and equipment. Sjolyst. Norske Batbyggeriers Landsforening and Motorimportorenes Landsforening, H.r.adv. G. Wiese, Stortingsgt. 12, Oslo 1. Annual.
April 29-May 4. Road and Construction. Oslo Ulleval Stadion. Int'l exbn. of machines and technical equipment for construction and maintenance of roads. Maskingrossisternes Landsforening Drammensvn. 30, Oslo 2. Annual.
Sept. 5-14. NOR-SHIPPING '77. Int'l shipping exbn. Special trade fair. Norges Varemesse, P.O. Box 130, Skoyen, Oslo 2. Annual.
Sept. 22-Oct. 2. BYGG REIS DEG. Building equipment exbn. Open to the public. Bygningsartikel-Grossisternes Forening, Grensen, Oslo 1. Annual.
Oct. 25-29. Chemical Engineering Automatica '77. Norsk Senter for Informatikk in cooperation with Norges Varemesse, P.O. Box 130, Skoyen Oslo 2. Annual.

Paraguay

Mariano Roque Alonso

June/October. Second Int'l Exposition of Livestock, Industry and Commerce. Asociacion Rural del Paraguay, Calle Antequera 651, Asuncion. Biennial.

Peru

Lima

Nov. 16-27. 10th Pacific Int'l Trade Fair. Fairgrounds. Feria! Internacional del Pacifico, P.O. Box 4900, Lima; or, Ave. La Marina S/N, Lima 32, attn. Guillermo Ferreyros.

Poland

Poznan

For all events listed, write: Poznan Fair Management, Glogowska St. 14, 60-374, Poznan.
April 20-24. CHEMIA—Int'l Chemical Trade Fair.
June 12-21. Poznan Int'l Trade Fair—general industrial. Annual.
Oct. 16-23. TAROPAK—Int'l Packing, Storage, & Handling Trade Fair. Biennial.
Oct. 16-23. POLIGRAFIA—Int'l Printing & Graphics Trade Fair.
Oct. 16-23. FOTOKINOTECHNIKA—Int'l Photography & Cinematography Trade Fair.

Portugal

Lisbon

May 27-June 7. FIL—18th Int'l Fair. Annual.

Tomar

October. 4th Wood Show, annual; 5th Industrial Poultry Raising Show, annual.

Oporto

Apr. 15-24. 4th Building Materials Show. Annual.
May 6-15. 2nd Export—IMAJUDE (children's clothing).
Oct. 21-30. 4th Food Show. Annual.

Vila Franca de Xira

May. Industrial & Agricultural Show. Annual.

Vizeu

September. St. Mathews Show (handicrafts). Annual.

Romania

Bucharest

Fair organizer: Enterprise for Fairs & Expositions, Remus Brad, Dir., Piata Scinteii NR 1, Bucharest.
May 7-14. TIBCO—Consumer Goods & Chemical Expos. Fairgrounds. Annual.
Oct. 15-24. TECHNOEXPORT — Technical Expos. of Equipment & Products in Agriculture, Packaging, Forestry.

Saudi Arabia

Jidda

March 15-29. Third Saudi Int'l Trade & Industry Fair. Jidda Int'l Airport. Saudi Int'l Trade & Industry Fair Organization, P.O. Box 4571, Jidda. Cable address: KAZADYOU. Annual.

Senegal

Dakar

Feb. 16-22. African Fisheries Exbn. & Congress. Chamber of Commerce, BP 118, Dakar.
Dec. 1-7. Exbn. of Agricultural & Hydro Equipment. Address above.

Singapore

Singapore

Feb. 23-26. SEATEC '77—Exbn. & Conf. Hyatt Hotel. INTEC Press Ltd., 3 Station Parade, Whyteleafe Surrey, CR3 OEH, England.
June 4-12. Home Show. Hyatt Hotel. Singapore Home Show, 6-E Mount Sophia, Singapore 9.
June 17-22. Int'l Boat Show. Nat'l Stadium. Peter Daniel & Co. Pty., Suite 202, 11 Clarke St., Crows Nest, N.S.W. 2065, Australia; Singapore office, Int'l Fair Promotion & Marketing Services Pte. Ltd., Factory No. 4, 51-A Kampong Bugis, Singapore 12.
July 20-24. 3rd Int'l Exbn. of Sports Equipment & Leisure Goods—SPOREX 77. National Stadium. Int'l Fair Promotion & Marketing Services, address above.
Sept. 7-10. Asian Business Expo Exbn. & Conf.—ABEX '77. Hyatt Hotel. Industrial & Scientific Conf. Management, Suite 1409, High St. Centre, North Bridge Road, Singapore 6.
Oct. 5-9. Int'l Exbn. of Materials Handling & Construction Machinery—IMAC '77. Nat'l Stadium. Int'l Fair Promotion & Marketing Services, address above.
Nov. 7-11. MACHINE ASIA—South East Asian Production Machinery & Industrial Development Exbn. & Conf. Hyatt Hotel. Machine Asia, 6-E Mount Sophia, Singapore 9.

South Africa

The initials SE indicate a recurring fair organizer address: Specialized Exhibitions, A. W. Brown, Mng. Dir., Lawson's Corner, Jorissen St. 2001, P.O. Box 2900, Johannesburg 2000.

Cape Town

April 28-May. CAPEBUILD—Cape Building and Construction Exbn. Cape Showgrounds. SE.

Johannesburg

April 25-May 7. Rand Show. Milner Park. Witwatersrand Agricultural Society, E. J. Viljoen, Gen. Mgr., Milner Park, P.O. Box 31777, Braamfontein 2017.
June 13-17. Hotel and Catering Show. Milner Park. SE.
July 19-31. Home Goods Retailing. Home furnishings, housewares, furniture, electrical domestic appliances. Milner Park. Westbourne McLean and Hunter, Roger Clive-Smith, Exbn. Mgr., Nedbank East City, 120 End St., Johannesburg 2001, P.O. Box 6110, Johannesburg 2000.
Aug. 29-Sept. 2. PARKPROCESS—Int'l Packaging and Food Processing Exbn. Milner Park. SE.
Oct. 6-10. Aviation Africa. Int'l aviation exbn. and air display. Lanseria Airport. SE.
Oct. 17-21. Machine Tool and Production Engineering Show. Milner Park. Westbourne McLean and Hunter, Roger Clive-Smith, Exbn. Mgr., Nedbank East City, 120 End St., Johannesburg 2001, P.O. Box 6110, Johannesburg 2000.

Spain

Barcelona

Organizers of Barcelona events: Feria Internacional de Muestras, Avda. Maria Cristina s/n, Barcelona 4.
Jan. 12-16. 15th Int'l Nautical & Sports Salon.
Feb. 19-27. EXPOMATEX '77—8th Int'l & Technical Textile Machinery Fair.
April 23-May 3. Int'l Automobile Show.
June 1-10. 45th Int'l General Trade Fair.
Oct. 1-9. SONIMAG '15—Int'l Image, Sound, and Electronic Salon.
Oct. 22-30. HOGARHOTEL '77—National Home, Decoration, and Gastronomy Salon & Int'l Hotel Equipment Exbn.
Nov. 1-10. Barcelona Int'l Trade Fair.
Nov. 25-Dec. 2. EXPO-AVICOLA '77—Professional & Int'l Salon of Poultry and Cattle Production.

Bilbao

Organizers: Feria Internacional de Bilboa Apartado n° 468, Bilbao 13.
March 1-6. ELA—Int'l Monographic Fair of the Electrical, Electronic and Automatization Industries.
June 20-26. 2nd Int'l Monographic Steel Industries Fair.
June 20-26. 2nd Int'l Monographic Pollution Control Fair.

Elda (Alicante)

March 8-12 and Sept. 12-16. FICIA—16th Int'l Shoe & Related Industries Fairs. Fall and winter fashions, and spring and summer fashions. FICIA, Avda. Chapi s/n, Elda, Alicante. Semi-annual.

Madrid

April 21-May 1. FICOP—7th Int'l Construction and Pubilc Works Fair. Feria Internacional del Campo, Avda. de Portugal s/n, Madrid 11.
Nov. 17-25. SIMO—17th Int'l Office and EDP Equipment Fair. CITEMA, Plaza Conde Valle Suchil 8, Madrid 15.

Murcia

Oct. 20-30. Int'l Canning Machinery Salon. N/A Recinto Feria Vistabella, Murcia.

Seville

April 15-24. 17th Iberoamerican General Trade Fair (For Latin American countries only). Iberia de Muestras Iberoamericana, Apartado n° 8016, Seville.

Valencia

Organizers: Feria Internacional de Muestras, Apartado n° 476, Valencia.
Feb. 19-25. 16th Int'l Toy Fair.
March 26-April 2. 12th Int'l Metal Arts Fair.
April 30-May 8. 55th Int'l General Trade Fair.
Sept. 15-18. 11th Int'l Fashion and Children's Wear Fair.
Sept. 25-Oct. 2. MAICOP '77—1st Int'l Monographic Confectionary and Bakery Fair.
Sept. 25-Oct. 2. EXPOCARNE '77—1st Int'l Industries Fair.
Oct. 17-23. 13th Int'l Furniture Fair.

Zaragoza

March 26-April 3. FIMA—11th Int'l Farm Machinery Fair. Feria Nacional y Oficial de Muestras, Palacio Ferial, Zaragoza.

Surinam

Paramaribo

October (tentative). Int'l Trade Fair. Biennial.

Sweden

Goteborg

Write: Swedish Trade Fair, Box 5222, S-402 24 Goteborg; Telex 20600.
Jan. 19-23. Scandinavian Lighting Fair. Annual.
Feb. 4-13. Int'l Swedish Boat Show. Annual.
March 9-13. SCANPLAST — Int'l Plastics Fair. Periodic.
March 30-April 3. Auto, Motor, Workshop, Service Station and Garage Equipment. Biennial.
April 19-24. ISM—Industrial Goods Exbn. Annual.
Sept. 17-25. Int'l Consumer Goods Fair. Annual.
Sept. 23-27. Floating Boat Show. Annual.
Oct. 11-15. Int'l Electrotechnical Trade Fair. Biennial.
Oct. 26-29. Education and Training Equipment Exbn. Biennial.

Jonkoping

Sept. 12-16. Working Environment 77. Elmia, Box 6066, S-550 06 Jonkoping; Telex 70164. Triennial.

Malmo

Write: Skanemassan, Box 19015, S-200 73 Malmo; Telex 32256.
Aug. 19-28. 59th Int'l Scania Trade Fair. Consumer goods. Annual.
Sept. 25-28. Cleaning Techniques and Flooring Trade Fair. Triennial.
Oct. 11-14. Int'l Hotel, Restaurant and Catering Fair. Biennial.

Stockholm

Write: Stockholm International Fair, S-106 80 Stockholm; Telex 10660.
Jan. 21-30. Build and Rebuild Your Home. Annual.
Feb. 10-13. National Swedish Furniture Fair. Annual.
Feb. 24-March 6. Stockholm Int'l Boat Show. Annual.
April 19-22. Materials Handling. Triennial.
May 10-13. Int'l Protection Fair. Periodic.
Sept. 2-11. Int'l Consumer Goods Fair. Annual.
Oct. 6-12. Stockholm Technical Fair. Annual.
Nov. 17-19. Swedish Dental Society's National Congress with Int'l Trade Fair. Annual.
Nov. 30-Dec. 3. Annual General Meeting of the Swedish Society of Medical Sciences with Medical Int'l Trade Fair. Annual.

Switzerland

Basel

Fairs are held at Basel fairgrounds.
Jan. 27-Feb. 1. SWISSBAU—Swiss building trade fair (building equipment and materials). Sekretariat Schweizer Baufachmesse, Postfach, 4021 Basel. Triennial.
April 16-25. Swiss Industries Fair (Mustermesse), with European Watch, Clock & Jewelry Fair. (Participation in Swiss Industries Fair only through Swiss representatives.) Schweizer Mustermesse, Postfach, 4021 Basel. Annual.
April 16-25. European Watch, Clock, and Jewelry Fair (within Swiss Industries Fair—see above). Sekretariat Europaeische Uhren-und Schmuckmesse, Postfach, 4021 Basel. Annual.
May 14-22. Das Tier und Wir (Animal and Man). International information show and conference. Sekretariat Das Tier und Wir, Postfach, 4021 Basel. Annual.
May 24-27. SWISSPACK. Int'l Packaging Exbn. Sekretariat SWISSPACK, Postfach, 4021 Basel. Every two to three years.
June 14-18. PRO AQUA-PRO VITA. Int'l Exbn. for Environmental Sanitation—Water, Waste-water, Air, Refuse, Noise. Sekretariat PRO AQUA-PRO VITA, Postfach, 4021 Basel. Triennial.
Sept. 6-10. INELTEC. Exbn. & Conf. for Industrial Electronics and Electrotechnics (includes process controls). Sekretariat INELTEC,Postfach, 4021 Basel. Biennial.
Nov. 17-23. IGEHO. Int'l Exbn. (with conf.) for Industrial and Institutional Catering, Hotels, and Restaurants. Sekretariat IGEHO, Postfach, 4021 Basel. Biennial.

Bern

Sept. 20-25. SAMA INTERNATIONAL 77. Int'l Exbn. (with conf.) for Miniaturized Automation (includes production equipment and instruments for watch industry). Bern fairgrounds. SAMA, Postfach 1052, 2501 Biel. Annual.
Oct. 9-11. BESPO 77. Summer Sports & Textile Fair. Bern fairgrounds. Aussteller Genossenschaft BEA Bern, Postfach 1009, 3001 Bern. Annual.

Geneva

Fairs are held at Geneva fairgrounds.
Feb. 4-13. Int'l Boat & Leisure Show. Salon du Nautisme et du Plein Air, Case Postale 65, 1211 Geneva 4. Biennial.
March 17-27. Int'l Motor Show (automobiles). Salon International de l'Automobile, Case Postale 65, 1211 Geneva 4. Annual.
May 24-26. Int'l Microcomputers, Minicomputers, & Microprocessors Exbn. & Conf. Industrial & Scientific Conference Management, Inc., 22 West Adams St., Chicago, Ill. 60606. First time; frequency not yet established.
Nov. 25-Dec. 4. Int'l Exbn. of Inventions & New Techniques. PROMEX S.A., Salon des Inventions, 22 Rue du Mont-Blanc, 1201 Geneva. Annual.

Montreux

April 25-29. Int'l Direct Marketing & Mail Order Symposium & Merchandise, Service & Idea Exchange Exbn. Palais des Congres, Montreux. EDMA, Postfach, Forchstrasse 84, 8032 Zurich. Annual.
June 3-10. Int'l Television Symposium & Technical Exbn. Palais des Congres, Montreux. Int'l Television Symposium & Exbn., Case Postale 97, 1820 Montreux. Biennial.

St. Gall

June 10-14. KOPANTIQUA. Int'l Trade Fair of Copied Antiques (antique furniture reproductions). St. Gall fairgrounds. INTEXPO, Museumstrasse 1, 9004 St. Gall. Biennial.

Zurich

Fairs are held at Zurich fairgrounds.
March 27-30. SWISSPO. Swiss Buyers' Week for Winter Sporting Goods. (Participation through Swiss representatives.) M. W. Lanz, 67 Chemin de la Montagne, 1224 Chene-Bougeries. Annual.
June 14-18. IFAS. Int'l Trade Fair for Medical Supplies. Arbeitsgemeinschaft fuer Fachmessen AG, Hofackerstrasse 36, 8032 Zurich. Biennial.
Aug. 24-29. FERA. Radio & Television Exhibition. (Participation through Swiss representatives.) Fera-Komitee, Postfach 160, 8047 Zurich. Annual.
Sept. 6-10. BUEFA. Swiss Office Equipment Exbn. (Participation through Swiss representatives.) Schweiz. Buerofachverband, Rudishaldenstrasse 27, 8800 Thalwil. Biennial.
Oct. 27-29. SEMICON EUROPA 77. Specialized Trade Fair & Conf. on Semi-conductors, Production Equipment, & Materials. Zuespa, Thurgauerstrasse 7, 8050 Zurich. (In U.S.: SEMICON, Golden Gate Enterprises, Inc., 1333 Lawrence Expressway, Santa Clara, Calif. 99501.) Annual.
Nov. 2-6. Fss. Exbn. for Swimming Pools & Sporting Equipment. Arbeitsgemeinshaft fuer Fachmessen AG, Hofackerstrasse 36, 8032 Zurich. Biennial.
Nov. 14-19. MICROTECNIC 77. Int'l Exbn. for High Precision Techniques, Dimensional Measurement, & Control. AGIFA Fachmessen GmbH, Postfach 257, 8033 Zurich. Biennial.

Tanzania

Dar es Salaam

August (tentative). Int'l Fair. Principal Secretary, Ministry of Trade, P.O. Box 9503, Dar es Salaam (Attn: A. H. Chale).

Turkey

Izmir

Aug. 20-Sept. 20. Izmir Int'l Fair. Izmir Enternasyonal Fuari ve Turizm Mudurlugu, Izmir. Attn: Cumhur Guruz, Director of Fair. Annual.

United Kingdom

The initials ITF used below indicate a recurring fair organizer address: Industrial & Trade Fairs Ltd., Radcliffe House, Blenheim Ct., Solihull, B91 2BG.

Aberdeen

Sept. 13-16. Offshore Europe Exbn. & Conference. Bridge of Don Showground. Offshore Europe '77, Rowe House, 55-59 Fife Rd., Kingston-upon-Thames, Surrey KTL 1TA. Biennial.

Birmingham

All events will be held at National Exhibition Center.
Feb. 6-10. Int'l Spring Fair. Giftware section: Trade Promotion Services, Exhibition House, Warren Lane, London SE18 6BW. Hardware section: British Hardware Promotion Council Ltd., Turrent House, Station Rd., Amersham, Bucks HP7 OBA. Annual.
March 7-11. LABEX Int'l. Laboratory apparatus and materials. ITF. Biennial.
March 14-16. PAKEX—Int'l Packaging Exbn. ITF. Biennial.
March 28-April 1. Engineering Inspection and Quality Control Exbn.—INSPEX. BCE (Inspex) Ltd., 153 St. Paul's Wood Hill, Orpington, Kent BR5 2SR. Biennial.
April 24-30. Int'l Food Manufacturing and Processing Machinery Exbn. Exhibitions for Industry Ltd., 157 Station Rd. East, Oxted, RH8 OQF, Surrey. Biennial.
April 28-May 6. Foundry Exbn. Industrial Newspapers Ltd., Queensway House, 2 Queensway, Redhill, Surrey. Every 8 years.
May 16-21. Int'l Mechanical Handling Exbn. ITF. Biennial.
May 24-27. Int'l Domestic Electrical Appliances Exbn. Montbuild Ltd., 11 Manchester Sq., London W1M 5AB. Annual.
June 20-24. Chemical and Process Engineering Show —EUROCHEM. Clapp and Poliak (Europe) Ltd., 232 Acton Lane, London W4 5DL. Triennial.
Sept. 15-23. Int'l Plastics Exbn.—INTERPLAS. ITF. Biennial.
Oct. 10-15. Int'l Mining Exbn. Brintex Exhibitions Ltd., 178-202 Great Portland St., London W1N 6NH. Biennial.
Oct. 11-20. Int'l Business Show. Business Equipment Trade Assn., 109 Kingsway, London WC2B 6PU. Biennial.

Oct. 27-Nov. 2. Int'l Woodworking Industries Exbn. Andry Montgomery Ltd., 11 Manchester Sq., London W1M 5AB. Biennial.
Oct. 31. Int'l Plant Engineering and Maintenance Exbn. & Conference (PEMEC). Clapp and Poliak (Europe) Ltd., 232 Acton Lane, London W4 5DL. Annual.
Nov. 16-25. Int'l Building and Construction Exbn.—INTERBUILD. Interbuild Exhibitions Ltd., 11 Manchester Sq., London W1M 5AB. Biennial.

Blackpool

Feb. 20-24. Gifts Fair. Winter Gardens. Trade Promotion Serivces Ltd., Exhibition House, Warren Lane, London SE18 6BW. Annual.

Brighton

Sept. 26-30. Int'l Fire Protection and Control Exbn. & Conference—FIRETECH. Metropole Exbn. Hall. Brintex Exhibitions Ltd., 178-202 Great Portland St., London W1N 6NG.

Harrogate

Jan. 8-13. Harrogate Int'l Toy Fair. Exbn. Hall. Harrogate Int'l Toy Fair Ltd., 8-9 Upper St., Islington, London N1 OPP. Annual.
March 1-3. "British Growers Look Ahead." Exbn. Centre. National Farmers Union, Agriculture House, Knightsbridge, London SW1X 7NJ. Annual.

Kenilworth

July 4-7. Royal Show. National Agricultural Centre. Royal Agricultural Society of England, National Agricultural Centre, Kenilworth, Warwickshire CV8 2LG. Annual.

London

Jan. 5-16. London Int'l Boat Show. Earls Ct. National Boat Shows Ltd., 31 Great Queen St., London WC2B 5AD. Annual.
Feb. 6-13. Int'l Furniture Show. Earls Ct. B.F.M. Exhibitions Ltd., 17 Berners St., London W1P 4DT. Annual.
Feb. 21-25. Engineering Design Show & Conference. National Exbn. Centre. Fairs and Exhibitions Ltd., 21 Park Sq. East., Regent's Park, London NW1 4LH. First time.
Feb. 28-March 4. Int'l Knitwear Fair. Earls Ct. Mack-Brooks Exhibitions Ltd., 62-64 Victoria St., St. Albans AL1 3XT, Herts. First time, to be annual.
Feb. 28-March 4. Int'l Men's & Boys' Wear Exbn. Earls Ct. ITF. Annual.
March 22-24. Int'l Tire & Equipment Exbn. Earls Ct. Holdsworth Smith Ltd., 39 Victoria St., London SW1. First time.
March 28-April 1. AUTOQUIP '77 Exbn. Wembley Conference Centre. S.M.M.T. Ltd., 21-24 Grosvenor Pl., London SW1. Annual.
April 19-21. All Electronic Show. Grosvenor House. Ars Electronica Ltd., 34-36 High St., Saffron Walden, Essex. Annual.
April 25-29. Int'l Fire, Security & Safety Exbn. & Conference—IFSSEC. Olympia. Victor Green Publications Ltd., 106 Hampstead Rd., London NW1 2LS. Biennial.
May 17-20. London Electronic Component Show. Olympia. ITF. Biennial.
June 21-25. Thermal, Acoustic, Vibration and Insulation Exbn. Wembley Conference Centre. Marketing Exhibitions Ltd., 113/123 Upper Richmond Rd., London SW15 2TL. Biennial.
June 26-30. Int'l Contract Furnishing and Interior Design Exbn. Including kitchen and bathroom exhibitions. Olympia. Westbourne Exhibitions Ltd., Crown House, Morden, Surrey SM4 5EB. Annual.
Sept. 4-8. Int'l Watch and Jewelry Trade Fair. Wembley Conference Centre. Oliffe Promotion Ltd., Dorset House, Stamford St., London SE1 9LU. Biennial.
Sept. 13-15. Control & Instrumentation Exbn. West Centre Hotel. Holdsworth Smith Ltd., 39 Victoria St., London SW1. Biennial.
Sept. 20-23. Int'l Filtration and Separation Exbn.—FILTECH. Olympia. Filtech Exhibitions Ltd., 1 Katherine St., Croydon CR9 1LB. Biennial.
Sept. 23-30. Dust Control and Air Cleaning Exbn. and Conference. Olympia. Technology Exhibitions Ltd., 1 Katherine St., Croydon CR9 1LB. Biennial.
Oct. 25-27. Food Manufacturing Exbn. & Conference. Royal Lancaster Hotel. Holdsworth Smith Ltd., 39 Victoria St., London SW1H OEE. First time.
Nov. 8-10. Medical Laboratory Exbn. West Centre Hotel. Gerard Mann (Publicity) Ltd., 4 Saville Gardens, Radcliffe Rd., Croydon, Surrey CRO 5QQ. Biennial.
Nov. 15-17. National Graphic Design and Drafting Exbn. Hilton Hotel. Project Presentations Ltd., 58 Theobalds Rd., London WC1X 8SF. Annual.
Nov. 15-18. Int'l Exbn. for the Food and Allied Industries. Olympia. BPS Exhibitions Ltd., 4 Seafort Ct., Portland St., London W1N 5HH. Biennial.

Manchester

Sept. 15-18. Int'l Hardware Trades Fair. Belle Vue. Universal Exhibitions Ltd., P.O. Box 43, High Wycombe, Bucks. Annual.

USSR

For all events, write: Department of International and Foreign Exhibitions in the USSR, 1-a Sokolnicheski Val, Moscow 107232, USSR; telex 7185 UIV TPP SU.

Kiev

June 21-July 4. STROJMATERIALY-77. Building materials, equipment for production: glass industry, ceramic industry, wall materials.

Minsk

May 24-June 6. POWDER METALLURGY-77. Special methods of compacting, and equipment for investigation of metal-ceramic materials.

Moscow

Unless otherwise indicated, fairs are held in Sokolniki Park.
Feb. 22-March 4. ROBOTS-77. Program controlled metalworking equipment, robots manipulators, automatic operators.
March 29-April 8. METROLOGY-77. Reference standards, model measuring equipment, precision instruments.
April 5-15. SVJAZ-77. Equipment, technological processes used in manufacture of means of communication.
June 9-23. Electrical equipment and power transmission lines.
July 13-27. Railway Transport. Sherbinka Station.
July 20-31. CHEMPHARMINDUSTRIA-77. Equipment and apparatus for drug production and testing.
July 22-Aug. 1. LTIKONTROLMATERIALY-77. Materials, testing equipment for foundry operations.
Sept. 1-15. CHEMISTRY-77. Machines, equipment, technology for production of new chemical materials.
Oct. 13-23. OPTICS-77. Optics in science, industry, everyday life.

Tallin

May 17-30. COTTAGE-77. Equipment for production of small prefabricated houses; building materials and components.

Tashkent

March 30-April 11. MEDICAL APPARATUS-77. Equipment for diagnostics, treatment of cardiac, nervous diseases.

Tbilisi

Oct. 6-17. CARDIOLOGIA-77. Equipment for clinical treatment and research of ischemia heart disease.

Yerevan

Oct. 11-21. STONE PROCESSING-77. Installations, equipment for stone extraction, processing.

Venezuela

Caracas

Unless otherwise indicated, fairs are held at VENEXPO *Pavilion, Plaza Venezuela.*
Feb. 5-13. AUDIO VISION '77—Audiovisual Industries. Pro-Venezuela Pavilion. Contacto de Mercado (Comercado), Avenida Principal Caurimare, Caracas, Edificio Caurimare, Piso 8, Oficina D-82, attn. Eduardo Lopez.
July. EXPOFICINA '77 (office equipment, inc. accounting & secretarial machines, furniture, accessories, supplies). Contacto de Mercado, address above.
October. LATINPACK (wrapping, packing, printing). Envase y Embalaje, Editorial Tucan, Avenida Las Acacias, Sabana Grande, Caracas, Edificio Arismendi, Piso 1, Aptdo. 70597, attn. Miguel Diaz Hernandez.
October. Femimundo (household articles, inc. furniture, appliances, fixtures, clothing & personal care items). Contacto de Mercado, address above.

Yugoslavia

Belgrade

For all Belgrade events write: Beogradski Sajam (Belgrade Fair), Attn: Milandin Sakic, Director General, Bulevar vojvode Misica 14, P.O. Box 408, 11000 Belgrade; Telephone: 655-555, Cable: SAJAM BEOGRAD, *Telex: 11306 yu bgsajam.*
Feb. 14-20. Int'l Exbn. of TV and PTT Equipment. Triennial.
March 7-13. 3rd Spring Clothing Fair; 16th Int'l Motor Show; and 21st Int'l Technical Fair with Five Shows: Medicine, Civil Engineering, Foundry Trade, Computers, Chemicals. Annual.
June 8-12. Int'l Innovation Fair and Transfer of Technology. Biennial.
June 14-18. "SAVROPAK"—Modern packaging exhibit. Biennial.
Oct. 1-9. "Fashions in the World"—18th Int'l Clothing Fair. Annual.
Oct. 24-30. Int'l Photo and Movie Exhibit, biennial; Int'l Exhibit cd Advanced Educational Aids and Equipment, annual; Int'l Exhibit of Occupational Safety and Human Environmental Protection, annual; Int'l Book Fair, annual.
Nov. 21-27. Furniture Fair. Annual.

Leskovac

May 29-June 4. 25th Int'l Fair of Textiles and Textile Machinery. Medjunarodni Sajam Tekstila I Tekstilnih Masina, Koste Stamenkovica 5, 16000 Leskovac, Attn: Mr. Djordje Begovic, Director, Cable: SAJAM LESKOVAC. Annual.

Ljubljana

For Ljubljana fairs, write: Gospodarsko Razstavisce (Ljubljana), Titova cesta 50, 61000 Ljubljana, Attn: Mr. Leopold Kresa, Dir. Gen., Telex: 31127 yu gr.
Jan. 15-21. MODA 77—22nd Fair of Ready-to-Wear Clothing, Textiles, Knitwear, Leather Products. Annual.
Feb. 15-19. Int'l Exbn. of Teaching Aids and School Equipment. Biennial.

March 29-April 3. ALPE ADRIA 77—16th Int'l Samples Fair. Annual.

May 5-10. Technique for Environment 77—2nd Int'l Exbn. of Systems, Equipment and Technical Means for Environmental Protection. Annual.

May 24-26. SETEX 77—10th Int'l Trade Fair of Cloth and Trimming Samples for Clothing Trade. Annual.

June 7-12. Furniture Show 77—Exbn. of all Types of Furniture and Interior Decoration. Biennial.

Aug. 4-29. VINO 77—23rd Int'l Wine Fair. Annual.

Aug. 20-28. Agricultural and Food Industry Fair 77—15th Int'l Agricultural and Food Industry Exbn. of Pomurje in Gornja Radgona. Annual.

Oct. 3-7. Modern Electronics 77—24th Int'l Exbn. of Electronics, Telecommunications, Automation, Electronic Data Processing Devices and Nuclear Techniques. Annual.

Nov. 16-20. SKI EXPO 77—Int'l Fair of Equipment for Winter Sports and Tourism. Annual.

Novi Sad

For Novi Sad fairs, write: Novosadski Sajam, Hajduk Veljkova 11, P.O. Box 165, 21000 Novi Sad, Attn: Mr. Nikola Dragin, Director; Mr. Stevan Muric, Counselor/International Exhibitors, Telex: 14180 yu sajam.

May 13-22. 44th Int'l Agricultural Fair. Annual.

June 27-July 3. 1st Int'l Fair of Equipment and Technology for Bakeries. Biennial.

Sept. 24-Oct. 2. 14th Autumn Int'l Agricultural Fair. Annual.

Oct. 15-23. 10th Int'l Fair of Hunting, Fishing and Sports Equipment. Annual.

Sarajevo

For Sarajevo fairs, write: SKENDERIJA, *Center for Cultural Sports, Social and Economic Activities, Mice Sokolovica b.b., 71000 Sarajevo, Attn: Mr. Ljubo Kojo, Director General, Telex: 41248 yu skend.*

March 14-19. 8th Int'l Fair of Tourism and Sports. Annual.

May 6-10. 1st Exbn. of Ceramics, Glass, Porcelain and Equipment for Civil Engineering. Biennial.

May 17-21. 4th Children's Int'l Fair, "A Thousand Joys." Annual.

Oct. 10-15. 8th Int'l Fair of Plum Brandy, Other Alcoholic and Non-Alcoholic Beverages and Equipment for Beverage Industry. Annual.

Nov. 7-12. 6th Int'l Fair of Plastics, Rubber and Synthetic Rubber. Annual.

Skopje

For Skopje fairs, write: Skopski Saem, Novo Sajmiste, P.O. Box 356, 91000 Skopje, Attn: Strate Arsovski, Dir. Gen., Telex: 51197. All events are annual.

April 12-17. Int'l Fair of Furniture and Household Equipment; "Do-it-yourself" Int'l Exbn.

May 10-15. Int'l Fair of Jewelry, Watches, Souvenirs, Cosmetics and Handicrafts; Int'l Exbn. of Children's Toys; Int'l Exbn. of Musical Instruments, Records, Accessories and Disco-clubs Equipment—Music and Acoustics 77.

June 3-9. 27th Skopje Fair.

Oct. 3-9. SKOMESA—Skopje Int'l Fair with Two Shows: 18th Int'l Tobacco and Tobacco Machinery Fair; Int'l Agro-industrial Fair.

Nov. 1-6. METALS & NONMETALS 77—Int'l Fair of Ferrous, Non-Ferrous Metallurgy, Light Industry and Nonmetals; Int'l Exbn. of Building Materials, Construction Means and Equipment.

Subotica

For Subotica fairs, write: Subotica International Fair, Aleja Marsala Tita 5, 25000 Subotica, Attn: Mr. Mane Diklic, Director. Events are annual.

April 2-10. 6th Panonia Fair. Consumer goods samples.

Oct. 8-16. Int'l Fair of Handicrafts, Equipment, Tools and Folk Arts and Crafts.

Zagreb

For all Zagreb events write: Zagrebacki Velesajam (Zagreb Fair), Attn: Stanko Zlataric, Director, Commercial Division, Aleja Borisa Kidrica 2, 41000 Zagreb; Telephone: 511-666, Cable: VELESAJAM ZAGREB, *Telex: 21385 yz zv zg.*

Feb. 22-25. 26th Int'l Leather and Footwear Week. Annual.

April 18-24. Zagreb Int'l Spring Fair Program: TU-EX, Exbn. of Tourism and Catering and Shop Equipment; IHOGA, Show of Gastronomy and Hotel Industry; Consumer Goods Fair; Food Fair; Crafts Fair; Furniture and Timber Industry Fair; Textile Industry Fair; SPORTEX, Fair of Sports and Recreation Equipment. All annual.

April 18-24. INTERNAUTIKA—Int'l Nautical Exhibit, annual; PLASTEX, Int'l Fair of Plastics and Rubber, biennial; JUREMA, Int'l Exbn. of Measuring and Control Techniques and Automation, biennial; 6th Int'l Fair of Transport, Communications and Mechanical Handling, biennial.

May 16-21. 9th Int'l Fair of Medicine and Medical Aids; INTERLABOR, 3rd Int'l Fair of Laboratory Equipment. Both biennial.

June 6-10. INTERKLIMA, Int'l Fair of Heating, Cooling and Air-Conditioning Equipment; URBANEX—Int'l Fair. Both biennial.

Sept. 9-19. Zagreb Int'l Fair. Yugoslavia's largest sample fair. Annual.

Oct. 17-22. INTERBIRO—Int'l Office Machinery and Equipment, annual; EDUCA—Int'l Exbn. of Teaching Aids and Training Equipment, biennial.

Nov. 8-10. KUTEX—Int'l Commercial Textile Contracting. Annual.

Nov. 24-27. INTERDISC—Exbn. of Records, Audio Appliances and Equipment. Annual.

Zaire

Kinshasa

July 24. Int'l Fair of Kinshasa. FIKIN Grounds, Kinshasa/Limete. Commissariat General de la Foire Int'l de Kinshasa, B.P. 1397, Kinshasa 1. Biennial.

U.S. PRODUCTS IN COLOMBIA—*A variety of U.S. products attracted attention in U.S. pavilion at this year's Bogota Int'l Fair—among them, the latest in a Chicago firm's sewing machines. This biennial fair will next be held July 15-30, 1978.*

EXPORTERS FIND BUYERS FROM ABROAD AT U.S. EXPOSITIONS YEAR-ROUND

For members of the U.S. business community interested in expanding exports through participation in events in this country, U.S. industry expositions are listed below by date, name, location, and fair management address.

The following partial list includes principal shows whose managements have indicated to the Commerce Department an interest in hosting foreign exhibitors, and business and professional visitors. Information is taken from the latest data submitted to the Department's United States Travel Service; however, Commerce cannot assume responsibility for the accuracy of dates or the outcome of transactions with fair managements.

For general information on trade fairs and expositions in the United States, write: Conventions and Expositions Division, United States Travel Service, Room 4845, U.S. Department of Commerce, Washington, D.C. 20230.

Some of the fairs listed will receive trade promotion assistance by Commerce's Office of Export Development, under its Foreign Buyer Program. These key events are identified by the Symbol "FBP". Inquiries concerning FBP shows may be addressed to OED/FBP, U.S. Department of Commerce, Washington, D.C. 20230.

January 1977

2-9. Southern California Sports, Vacation & Recreation Vehicle Show, Anaheim. Werner Buck Enterprises, 1050 Georgia St., Los Angeles, Calif. 90015.

3-5. Dallas Tennis Show, Dallas. Market Center, 2100 Stemmons Freeway, Dallas, Tex. 75207.

6-9. Miami Beach Gift & Jewelry Show, Miami Beach, Fla. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago, Ill. 60603.

6-9. Nat'l Fashion & Boutique Show, New York. Oscar Pluznick, Pres., Hotel McAlpin, No. 2290, 34th & Broadway, New York, N.Y. 10001.

8-16. Atlanta Int'l Sports & Travel Show, Atlanta, Ga. Robert S. Hart, Jr., H & H Productions Inc., 1172 W. Galbraith Road, Cincinnati, Ohio 45231.

8-16. Houston Int'l Boat, Sport & Travel Show, Houston. Bill Ferguson, 215-3030 Kirby Dr., Houston, Tex. 77006.

9-13. Atlantic City China & Glass Show, Atlantic City, N.J. George Little Management, Inc., 261 Madison Ave., New York, N.Y. 10016.

9-14. Chicago Homefurnishings Mkt/

America's Nat'l Lamp Show, Chicago. Robert Larson, Dir. of Communications, 666 Lake Shore Dr., Chicago, Ill. 60611.

10-12. Tennis Industry's Nat'l Buying Show, Miami Beach. H. C. Katz, Pres., 915 NE. 125th St., Suite 2-CN, Miami, Fla. 33161.

11-13. INTERPIPE (Int'l Pipeline Technical Conv.), Houston. David I. Johnson, Sr. Vice Pres., 6006 Bellaire Blvd. No. 109, Houston, Tex. 77036.

11-16. Nat'l Manufactured Housing Show, Louisville, Ky. J. F. Michaels, 14650 Lee Road, Chantilly, Va. 22021.

13-18. Nat'l Audio-Visual Conf. & Education Expo (FBP), Anaheim, Calif. James P. Thompson, Conv. & Exhibit Mgr., Nat'l Audio-Visual Assoc Inc., 3150 Spring St., Fairfax, Va.

14-16. Winter Consumer Electronics Show, Chicago. Bill Glasgow, Mgr., CES 1 IBM Plaza, Chicago, Ill. 60611.

14-19. Transworld Housewares & Variety Exbn., Chicago. Ray Passis, Chmn., 466 Central Ave., Chicago, Ill. 60093.

16-19. New York Home Furnishings Market, New York. Mrs. Fredie S. Schaeffer, 205-215 Lexington Ave., New York, N.Y. 10016.

16-19. Concrete Industries Expos., Kansas City, Mo. Martin C. Dwyer Inc., 400 N. Michigan Ave., Chicago, Ill. 60611.

16-19. Portland Gift Show, Portland, Ore. Western Exhibitors, Inc., 2181 Greenwich St., San Francisco, Calif. 94123.

17-20. Nat'l Housewares Expos., Chicago. Dolph Zapfel, Mng. Dir., 1130 Merchandise Mart, Chicago, Ill. 60654.

23-27. National Assn. of Home Builders Conv. & Expos. Dallas, Tex. Edward F. Connors, Exec. Sales Dir., 15th & M St., NW., Washington, D.C. 20005.

27-29. S.E. Int'l Poultry Education Trade Show/Conv., Atlanta. Harold Ford, 1456 Church St., Decatur, Ga. 30030.

29-Feb. 2. Nat'l Automobile Dealers Assn. Equipment Expo, New Orleans, La. L. J. Smith, Dir. Conv. Dept., 1640 Westpark Dr., McLean, Va. 22101.

29-Feb. 6. Int'l Boat Show, Boston. Roy Reiss, Public Relations Dir., 1330 Boylston St., Chestnut Hill, Mass. 02167.

February 1977

1-6. Birmingham Sports & Boat Show, Birmingham, Ala. Steve Clarkson, Vice Pres., Houston, Tex. 77042.

3-6. Gutenberg Festival, Anaheim. David Jacobson, P.O. Box 11712, Santa Ana, Calif. 92711.

3-6. Nat'l Sporting Goods Ass'n Conv. & Show, Chicago. Robert J. Youngblood, Ass't Exec. Dir., 717 N. Michigan Ave., Chicago, Ill. 60611.

5-12. Eastern Sports & Outdoor Show, Harrisburg, Pa. Mitchell Halperin, 1330 Boylston St., Chestnut Hill, Mass. 02167.

6-8. New Orleans Gift & Jewelry Show, New Orleans, La. Helen Brett, 6 E. Monroe St., Chicago, Ill. 60603.

7-11. World Fair for Technology & Exchange, Chicago, Ill. Dr. Dvorkovitz & Assoc., P.O. Box 1748, Ormond Beach, Fla. 32074.

13-16. Int'l Expos. for Food Processors, New Orleans, La. Food Processing Machinery & Supplies Assn., 7758 Wisconsin Ave., Washington, D.C. 20014.

13-18. Chicago Gift Show, Chicago. William E. Little, Eastern Mfgrs. & Importers Exbn., Inc., 261 Madison Ave., New York, N.Y. 10016.

14-16. Int'l Pulp & Paper Industry Exbn., Atlanta, Ga. Ken Field, Mgr., Nat'l Expositions, 14 W. 40th St., New York, N.Y. 10018.

14-17. Int'l Air Conditioning, Heating, & Refrigerating Expos. (FBP), Chicago, Ill. V. McDonnel, Pres., Int'l Exposition Co., 200 Park Ave., New York, N.Y. 10017.

16-19. Nat'l Farm Machinery Show, Louisville. Les G. Carlisle, Mgr., P.O. Box 21179, Louisville, Ky. 40221.

17-23. Miami Int'l Boat Show, Miami Beach. John Rogers, Exec. Mgr., 1570 Madruga Ave., Coral Gables, Fla. 33146.

19-22. Variety Merchandise Show, New York, N.Y. Jay R. Thalheim, Pres., 98 Cutter Mill Rd., Great Neck, N.Y. 11021.

19-27. Nat'l Antiques Show, New York, N.Y. N. H. Mager, 11 Warren St., New York, N.Y. 10007.

20-22. Int'l Cycle Show, New York, N.Y. Int'l Trade Shows, 545 Fifth Ave., New York, N.Y. 10017.

20-22. Int'l Toy Fair, New York, N.Y. Int'l Trade Shows, 545 Fifth Ave., New York 10017.

20-23. Seattle Gift Show, Seattle, Wash. Western Exhibitors, Inc., 2181 Greenwich St., San Francisco, Calif. 94123.

20-28. Chicago Dental Society Midwinter Meeting, Chicago. Karl S. Richardson, Exec. Dir., 30 N. Michigan Ave., Suite 1302, Chicago, Ill. 60602.

28-Mar. 2. Western Farm Show, Kansas City, Mo. J. Keith Melvin, 638 W. 39th St., Kansas City, Mo. 64111.

28-Mar. 4. SAE Int'l Automotive Eng. Conv. & Expos., Detroit, Mich. Dave Mitchell, Soc. of Automotive Engineers, 400 Commonwealth Dr., Warrendale, Pa. 15096.

March 1977

1-3. NEPCON West Int'l Microelectronics Exbn., Anaheim, Calif. Phillip P. Ullo, Exec. Vice Pres., Industrial & Scientific Conference Management, Inc., 222 West Adams, Chicago, Ill. 60606.

1-3. Southwest Engineering Conf. & Tool & Mfg. Expos., Houston, Tex. Tom Akas, PR Mgr., Society of Manufacturing Engineers, 20501 Ford Rd., Dearborn, Mich. 48128.

5-13. Coliseum Antiques & Flower Show, New York, N.Y. Ms. Diane Wendy, Vice Pres., Westchester Enterprises, Inc., 5 Harbor Lane, Rye, New York 10587.

9-11. Ports '77, Long Beach, Calif. A. J. Favata, Exh. Mgr., American Society of Civil Engineers, 345 E. 47th St., New York, N.Y. 10017.

9-12. Sawmill Plywood Clinic & Machinery Show, Portland, Ore. Jim Wallace, Miller Freeman Publications, 500 Howard St., San Francisco, Calif. 94105.

10-12. Graphic Arts '77, Charlotte. Bill Treadway, P.O. Box 4262, Charlotte, N.C. 28204.

10-13. Int'l Bedding Show Case, Houston, Tex. Virginia Reinecke, Meetings Coordinator, Nat'l Assn. of Bedding Manufacturers, 1150 17th St., NW., Washington, D.C. 20036.

11-13. Int'l Motorama, Phoenix, Ariz. William Moeller, Pres., Pacific Promotions, Inc., P.O. Box 1518, Canoga Park, Calif. 91304.

13-16. Home Center/Home Improvement Congress & Expos., New Orleans. George L. Milne, Publishing Dir., 300 W. Adams St., Chicago, Ill. 60606.

14-16. Triumph of Agriculture Expo Farm & Ranch Machinery Show, Omaha, Neb. Robert P. Mancuso, Pres., Mid-America Expositions, Inc., 666 Farnam Bldg., Omaha, Neb. 68102.

14-17. WESTEC Eng. Expos. & Conf., Los Angeles, Calif. Tom Akas, PR Mgr., Society of Manufacturing Engineers, 20501 Ford Rd., Dearborn, Mich. 48128.

16-18. Int'l Automotive Service Industry Show, Chicago, Ill. J. Stewart Gillies, Exec. Sec., Overseas Automotive Club, 475 Park Ave. S., New York, N.Y. 10016.

19-22. Int'l Beauty Show, New York, N.Y. Donn H. Byrne, Mng. Dir., 100 Park Ave., Suite 850, New York, N.Y. 10017.

21-25. American Chemical Society Expos., New Orleans, La. A. T. Winstead, Dir. of Meetings & Expos. Dept., 1155-16th St., NW., Washington, D.C. 20036.

27-30. Atlanta Women's Apparel Market Atlanta. Don MacConaugha, 240 Peachtree St. NW., Atlanta, Ga. 30303.

27-30. Housewares & Variety Merchandise Show, Los Angeles, Calif. Jay Thalheim, 98 Cutter Mill Rd., Great Neck, N.Y. 11021.

27-31. Int'l Gas Turbine Conf., Philadelphia, Pa. T. E. Stott, Div. Sec., c/o Stat-Laval Inc., 400 Executive Blvd., Elmsford, N.Y. 10523.

29-Apr. 1. SAE Business Aircraft Meeting & Display, Wichita, Kan. Dave Mitchell, Soc. of Automotive Engineers, 400 Commonwealth Drive, Warrendale, Pa. 15096.

30-Apr. 1. Int'l Trucking Show (FBP), Anaheim. Gary Sherrard, Pres., 1240 Bayshore Hwy., Burlingame, Calif. 94010.

April 1977

4-7. Federation of American Societies for Experimental Biology, Chicago. Steven Herlitz, 850 3rd Ave., New York, N.Y. 10022.

4-8. American Industrial Arts Assn. Int'l Conf., New Orleans. William D. Wolansky, Chmn., Int'l Relations Committee, 1201 16th St., NW., Washington, D.C. 20036.

10-15. Assn. for Childhood Education Int'l Study Conf., Minneapolis. Alberta L. Meyer, Exec. Sec., 3615 Wisconsin Ave., NW., Washington, D.C. 20016.

12-14. Alabama Trade Fair/World Expos. Birmingham. John W. Rousseau, 90 Bagby Dr., Suite 222, Birmingham, Ala. 35209.

14-22. Southern Furniture Market Show, High Point, N.C. Robert P. Gruenberg, Gen. Mgr., 210 E. Commerce Ave., High Point, N.C. 27261.

15-20. Miami Int'l Sports, Travel & Camping Show, Miami. Larry Perl, 7210 Red Rd., Suite 202 S., Miami, Fla. 33143.

17-20. Nat'l Cable TV Assn. Conv., Chicago. Wally Briscoe, V. Pres., 918 16th St., NW., Washington, D.C. 20006.

18-21. World Education Congress for Laundering & Drycleaning, Chicago. Ward A. Gill, Mgr., 7 S. Dearborn St., Chicago, Ill. 60603.

19-21. ELECTRO '77, New York. William C. Weber, Jr., Gen. Mgr., Institute of Electrical & Electronics Engineers, Inc., 3600 Wilshire Blvd., Los Angeles, Calif. 90010.

25-28. Int'l Audio Expos., Las Vegas. Charles Snitow Orgn., Inc., 331 Madison Ave., New York, N.Y. 10017.

26-28. American Soc. of Civil Engineers Conv. & Expos., Dallas. Fred Favata, Mgr. American Society of Civil Engineers, 345 E. 47th St., New York, N.Y. 10017.

26-28. Nat'l Soc. for the Advancement of Material Process Engineering Symposium & Exbn., San Diego. Box 613, Azusa, Calif. 91702.

26-29. Electric Vehicle Expos. & Conf., Chicago. Jerry Van Dyke, Expos. Mgr., Charles Snitow Orgn., 331 Madison Ave., New York, N.Y 10017.

30-May 4. American Soc. for Clinical Investigation, Washington, D.C. Charles Slack, Inc., 6900 Grove Rd., Thorofare, N.J. 08086.

May 1977

1-3. Nat'l LP-Gas Assn. Int'l Conv. & Exbn., Chicago. John D. Capps, Exec. V. Pres., 1301 W. 22nd St., Oak Brook, Ill. 60521.

1-3. American Soc. for Abrasive Methods Int'l Technical Conf. & Exbn., Cleveland. Roy Denial, Exec. Dir., 1049 S. Main St., Plymouth, Mich. 48170.

1-4. Supermarket Institute Conv. & Education Expos., Dallas. Murray Grigg, 303 E. Ohio St., Chicago, Ill. 60611.

1-5. Knitting Arts Exbn. (FBP), Atlantic City, N.J. Robert T. Kenworthy, Inc., 866 UN Plaza, New York, N.Y. 10017.

2-4. Accounting Show & Conf., New York. Charles Snitow Orgn., Inc., 331 Madison Ave., New York, N.Y. 20036.

2-5. Instrument Automation Conf. & Exbn., Anaheim, Calif. P. N. Meade, Exbn. Dir., Instrument Soc. of America, 400 Stanwix St., Pittsburgh, Pa. 15222.

2-5. Offshore Technology Conf., Houston. Douglas L. Ducate, Conv. Mgr., 6200 N. Central Expressway, Dallas, Tex. 75206.

2-5. Premium Show, New York, N.Y. Jay R. Thalheim, 98 Cutter Mill Rd., Great Neck, N.Y. 11021.

4-9. Washington Int'l Art Fair, Washington, D.C. Elias A. Fellus, 2121 P St., NW., Washington, D.C. 20036.

8-13. American Water Works Assn. Conf., Anaheim, Calif. Harry W. Becker, Conf. Coordinator, 6666 W. Quincy Ave., Denver, Colo. 80235.

9-12. Design Engineering Show, Chicago. Peter W. Nathan, V. Pres., Clapp & Poliak Inc, 245 Park Ave., New York, N.Y. 10017.

9-12. Int'l Tool & Mfg. Expos. & Eng. Conf., Detroit. Tom Akas, PR Mgr., Soc. of Mfg. Engineers, 20501 Ford Rd., Dearborn, Mich. 48128.

9-12. Nat'l Plant Engineering & Maintenance Show & Conf., Chicago. Clapp & Poliak Inc., 245 Park Ave., New York, N.Y. 10017.

10-12. Int'l Leather Goods Show, New York. Louise Collins, American Footwear Industries Assn., 1611 N. Kent St., Arlington, Va. 22209.

10-12. Int'l Powder & Bulk Solids Processing & Handling Conf. & Expos., Rosemont, Ill. Philip Ullo, 222 W. Adams, Chicago, Ill. 60606.

17-20. Nat'l Micrographics Assn. Conf. & Expos., Dallas. John B. Bidwell, 8728 Colesville Rd., No. 1101, Silver Spring, Md. 20910.

18-20. Int'l Trucking Show, Atlanta. Gary Sherrard, Pres., 1240 Bayshore Hgwy., Burlingame, Calif. 94010.

18-21. Int'l Waste Equipment & Technology Expos., New Orleans. Jeanne Hayes, Meetings Dir., Nat'l Solid Wastes Mgmt. Ass'n, Suite 930-1120 Conn. Ave. NW., Washington, D.C. 20036.

21-25. NRA Restaurant Hotel/Motel Show (FBP), Chicago. Andrew P. Kelly, Conv. Dir., Nat'l Restaurant Assn., One IBM Plaza, Suite 2600, Chicago, Ill. 60611.

22-25. AFMA Feed Industries Show, Minneapolis. G. A. Karstens, V. Pres., 1701 N. Ft Myer Dr., Arlington, Va. 22209.

22-25. Nat'l Fashion & Boutique Show, New York. Oscar Pluznick, Pres. Hotel McAlpin, No. 2290, 34th & Broadway, New York, N.Y. 10001.

23-25. Apartment Builder/Developer Conf. & Expos. (FBP), Las Vegas. Justin LeWand, Sales Mgr., Nat'l Expositions Co., 14 W. 40th St., New York, N.Y. 10018.

23-26. Nat'l Powder Metallurgy Technology Conf., Detroit. Peter Johnson, PR Dir., P.O. Box 2054, Princeton, N.J. 08540.

24-26. Western Safety Congress & Exbn., Anaheim, Calif. Joseph M. Kaplan, Exec. V. Pres., 3388 W. 8th St, Los Angeles, Calif. 90005.

25-27. Graphics '77, Los Angeles. Ray Hellman, Dir. Conf. & Exbt., 3 Quintard Dr., Port Chester, N.Y. 10573.

June 1977

1-4. Int'l Repro Graphic Blueprint Assn. Conv., Lincolnshire, Ill. Ray Good, Exec. V. Pres., 10116 Franklin Ave., Franklin Park, Ill. 60131.

5-8. Institute of Food Technologies Mtg. & Expos., Philadelphia. Daniel E. Weber, Conv. Dir., 221 N. LaSalle St., Chicago, Ill. 60601.

5-8. Int'l Security Conf., Atlanta. A. Lilienthal, 2639 S. LaCienega Blvd., Los Angeles, Calif. 90034.

5-8. Summer Consumer Electronics Show, Chicago. Bill Glasgow, Show Mgr., One IBM Plaza, Chicago, Ill. 60611.

6-9. Int'l Die Casting Expos. & Congress, Milwaukee. Robert E. Green, Exec. Dir., Soc. of Die Casting Engineers, 16007 W. 8 Mile Rd., Detroit, Mich. 48235.

10-12. Expo '77 (Forest Products Mach. & Equip. Show), Dallas. H. Keith Judkins, P.O Box 52468, New Orleans, La. 70152.

10-14. NAMM Int'l Music Expos., Atlanta. Larry R. Linkin, Staff V. Pres., Nat'l Assn. of Music Merchants, 35 E. Wacker Dr., Chicago, Ill. 60601.

12-15. Nat'l Fancy Food & Confection Show, New Orleans. Charles Snitow Orgn., Inc., 331 Madison Ave., New York, N.Y. 10017.

12-16. American Ass'n of Petroleum Geologists — SEPM Conv., Washington, D.C. Kathy Watson, Conv. Mgr., P.O. Box 979, Tulsa, Okla. 74101.

13-15. IEEE Int'l Conf. on Communications, Chicago. Edward J. Glenner, GTE Automatic Electric, P.O. Box 2317, Northlake, Ill. 60164.

13-16. Nat'l Computer Conf. (FBP), Dallas. AFIPS, 210 Summit Ave., Montvale, N.J. 07645.

16-19. Int'l Home Furnishing Market, New York. Henry P. C. Keuls, New Furniture Mart Assoc., 205 Lexington Ave., New York, N.Y. 10016.

19-24. Chicago Homefurnishings Mkt/America's Nat'l Lamp Show, Chicago. Robert Larson, Communications Dir., 666 Lake Shore Dr., Chicago, Ill. 60611.

26-28. Int'l Carwash Expos., Chicago. Martin C. Dwyer Inc., 400 N. Michigan Ave., Chicago, Ill. 60611.

July 1977

8-13. Transworld Housewares & Variety Exbt., Chicago. Ray Passis, Chmn., 466 Central Ave., Northfield, Ill. 60093.

10-12. Wisconsin Gift Show, Milwaukee. Offinger Management Co., 1100 Brandywine Blvd., P.O. Box 2188, Zanesville, Ohio 43701.

10-15. Int'l New Thought Alliance Congress, Phoenix. Surinder M. Bhatia, 6922 Hollywood Blvd., No. 706, Hollywood, Calif. 90028.

10-15. Los Angeles Home Furnishings Mart, Los Angeles. Eddy S. Feldman, Mng. Dir., 1933 S. Broadway, Los Angeles, Calif. 90007.

11-14. Nat'l Housewares Expos. (FBP), Chicago. Dolph Zapfel, Mng. Dir., 1130 Merchandise Mart, Chicago, Ill. 60654.

12-14. Western Plant Eng. Show, Anaheim, Calif. A Byron Perkins, 3951 E. Huntington Dr., Suite 104, Pasadena, Calif. 91107.

19-21. Western Packaging Expos., Anaheim, Calif. Clapp & Poliak, Inc. 245 Park Ave., New York, N.Y. 10017.

22-25. ASID Int'l Expos. of Designer Sources, Houston, Ed Gips, c/o ASID, 730 Fifth Ave., New York, N.Y. 10019.

24-28. Int'l Ass'n of Auditorium Mgrs. Industry Trade Show, San Francisco. W. R. Feder, Exec. Dir., 111 E. Wacker Dr., Chicago, Ill. 60601.

August 1977

7-10. San Francisco Gift Show, San Francisco. Western Exhibitors, Inc., 2181 Greenwich St., San Francisco, Calif. 94123.

9-14. Midwest Mobile/Modular Recreation Vehicle Show, South Bend. William H. Strang, 3210 Rand Rd., Indianapolis, Ind. 46241.

11-21. Wisconsin State Fair, W. Allis, Wis. William J. Greiner, State Fair Park, Milwaukee, Wis. 53214.

14-19. New York Gift Show, New York. Little Bros. Shows, Inc., 261 Madison Ave., New York, N.Y. 10016.

21-24. Men's & Boys' Apparel Market, Atlanta. Bill Bishop, 4438 Lake Ivanhoe Dr., Tucker, Ga. 30084.

21-24. Southwestern Shoe Travelers' Shoe Show, Dallas. Dallas Market Center, 2100 Stemmons Freeway, Dallas, Tex. 75207.

22-25. Nat'l Hardware Show (FBP), Chicago. Charles Snitow Orgn. Inc., 331 Madison Ave., New York, N.Y. 10017.

26-28. Southwest Marine Industry Trade Show, Dallas. Mrs. Evelyn Flow, 5766 Blue Ridge Dr., Fort Worth, Tex. 76112.

27-Sept. 1. Women's & Children's Apparel Market, Dallas. Dolores Lehr, Dallas Market Center, 2100 Stemmons Freeway, Dallas, Tex. 75207.

28-Sept. 2. American Chemical Society Expos., Chicago. A. T. Winstead, Dir., Meetings & Expos. Dept., 1155 16th St., NW., Washington, D.C. 20036.

September 1977

7-11. Int'l Trade Fair, Atlanta. Jane Allen, Int'l Mgr., Atlanta Merchandise Mart, Suite 2200, 240 Peachtree St., Atlanta, Ga. 30303.

10-12. Pacific Horticulture Trade Show, Anaheim. Robert L. Jordan, Gen. Mgr., Box 1100, Garden Grove, Calif. 92642.

12-15. SAE Off Highway Vehicle Mtg. & Exbt., Milwaukee. Dave Mitchell, Soc. of Automotive Engineers, 400 Commonwealth Dr., Warrendale, Pa. 15096.

14-25. Eastern States Expos., W. Springfield, Mass. Susan Lavoie, Sales Dir., 1305 Memorial Ave., W. Springfield, Mass. 01020.

17-19. Western Woodworking Machinery & Furniture Supply Fair, Los Angeles. Robert Black, Pres., The Show Co. Int'l, 1605 Cahuenga Blvd., Los Angeles, Calif. 90028.

17-21. Nat'l Tire Dealer & Retreaders Conv. & Trade Show, Anaheim, Calif. W. C. Miller, Dir. Conv. Services, 1343 L St. NW., Washington, D.C. 20005.

20-23. WESCON (Western Electronic Show), San Francisco. 3600 Wilshire Blvd., Los Angeles, Calif. 90010.

22-25. Int'l Marine Trade Exbt. & Conf., Chicago, Ill. John Dobbertin, Mgr., 401 N. Michigan Ave., Chicago, Ill. 60601.

23-Oct. 2. Oklahoma State Fair, Oklahoma City. O. O. Saunders, 500 N. Land Rush St., Oklahoma City, Okla. 73107.

25-28. Nat'l Merchandise Show, New York. Jay R. Thalheim, 98 Cutter Mill Rd., Great Neck, N.Y. 11021.

25-29. Int'l Ass'n of Fire Chiefs Conf., Denver. Donald D. Flinn, Gen. Mgr., 1329 18th St., NW., Washington, D.C. 20036.

26-29. Iron & Steel Expos., Cleveland. Richard F. Dorrell, Suite 2350, Three Gateway Ctr., Pittsburgh, Pa. 15222.

26-30. All American Dairy Show, Harrisburg. Charles A. Itle, Mgr. Farm Show

Bldg., Harrisburg, Pa. 17120.
27-29. Farm Progress Show, Washington County, Iowa. Al Bull, V. Pres., Prairie Farmer Publishing Co., 2001 Spring Rd., Oak Brook, Ill. 60521.
27-29. National Business Aircraft Assn. Meeting & Conv., Houston. John A. Pope, 425 13th St. NW., Suite 401, Washington, D.C. 20004.
27-30. Fact Finding Conf. & Exbt., Kansas City. Don C. Beaver, 521 E. 63rd St., Kansas City, Mo. 64110. Sponsor: Poultry & Egg Institute of America.
28-30. Bobbin Show/AAMA Conv., Atlanta. Ronald Segal, Dir., Bobbin Publications, Inc., P.O. Box 527, 1110 Shop Rd., Columbia, S.C. 29202.
28-Oct. 2. World Dairy Expos., Madison. B. D. Craig, 1707 S. Park St., Madison, Wis. 53713.

October 1977

1-4. Int'l Sporting Goods Expos., New York. Arthur Goettler, Dir., 200 N. Castlewood, N. Palm Beach, Fla. 33408.
1-6. Int'l Assn. of Chiefs of Police Conf., Los Angeles. R. B. Angrisani, 11 Firstfield Rd., Gaithersburg, Md. 20760.
3-6. Incentive Travel & Meeting Executives Show, Chicago. Richard T. Glaser, 7237 Lake St., River Forest, Ill., 60305.
3-6. Nat'l Premium Show, Chicago. Richard Glaser, 7237 Lake St., River Forest, Ill. 60305.
7-23. State Fair of Texas, Dallas. Tom H. Beene, P.O. Box 26010, Dallas, Tex. 75226.
8-13. Baking Industry Expos., Atlantic City, N.J. Jane Kellam, American Bakers Assn. 1700 Pennsylvania Ave. NW., Washington, D.C. 20006.
9-12. Info/Expo Int'l Conf. & Business Expos., Washington, D.C. Lila Suurmeyer, Conf. Coordinator, Data Processing Management Assn. 505 Busse Hgwy., Park Ridge, Ill. 60068.
11-13. SME Engineering Conf. Tool & Mfg. Expos., Rosemont, Ill. Tom Akas, 20501 Ford Rd., Dearborn, Mich. 48128.
13-16. Nat. Conv./Exbt. of Vending & Foodservice Management, Chicago. Walter W. Reed, Nat'l Automatic, Merchandising Assn., 7 S. Dearborn St., Chicago, Ill. 60603.
14-16. Int'l Motorcycle Aftermarket Expos., Las Vegas. Blaine Birchfield, P.O. Box 2830, Newport Beach, Calif. 92663.
14-17. Fish Expos., Seattle. David Jackson, 21 Elm St., Camden, Maine 04843.
14-20. Nat'l Environmental Sanitation & Maintenance Education Conf./Expos., Orlando, Fla. Harold C. Rowe, Exec. Dir., 1710 Drew St., Clearwater, Fla. 33515.
16-19. Int'l Security Conf., New York. A. Lilienthal, 2639 S. LaCienega Blvd., Los Angeles, Calif. 90034.
16-19. Oceans 77, Los Angeles, Calif. Marine Technology Soc., Suite 412, 1730 M St., NW., Washington, D.C. 20036.
17-20. Int'l Metal Working Expos./Congress, Rosemont, Ill., Martin C. Dwyer, 400 N. Mich. Ave., Chicago, Ill. 60611.
17-20. Instrument Soc. of America Conf. & Exbt., Niagara Falls, N.Y. P. N. Meade, Exbt. Dir., Instrument Soc. of America, 400 Stanwix St., Pittsburgh, Pa. 15222.
17-20. Nat'l Safety Congress & Expos., Chicago. Ken Eckholt, Congress Mgr., 425 N. Michigan Ave., Chicago, Ill. 60011.
18-20. American Society of Civil Engineering Expos., San Francisco. Fred Favata, Exbt. Mgr., 345 E. 47th St., New York, N.Y. 10017.
18-20. Western Material Handling & Packaging Show, San Francisco. A. Byron Perkins, Suite 104, 3951 E. Huntington Dr., Pasadena, Calif. 91107.
19-21. AATCC Nat'l Technical Conf., Atlanta. George H. Dockray, American Assn. of Textile Chemists & Colorists, P.O. Box 12215, Research Triangle Park, N.C. 27709.
23-26. Produce Marketing Assn. Expos., New Orleans. Jim Johnson, P.O. Box 674, Newark, Del. 19711.
23-27. Nat'l Ice Assn. Inc. Industry Expos., Dallas. Patricia A. Junkin, 7979 Old Georgetown Rd., Washington, D.C. 20014.
25-27. Electro-Optics/Laser Show, Anaheim, Calif. Philip P. Ullo, Exec. V. Pres. 222 West Adams, Chicago, Ill. 60606.
25-27. Hydraulics & Pneumatics Show, Chicago. Howard A. Freed, Dir., 614 Superior Ave. W., Cleveland, Ohio 44113.
25-27. Materials Show, Cincinnati. Howard A. Freed, Show Dir., 614 Superior Ave. W., Cleveland, Ohio 44113.
25-27. Power Transmission Design Show, Chicago. Howard A. Freed, 619 Superior Ave. W., Cleveland, Ohio 44113.
28-30. Foto West, Los Angeles. D. Jacobson, Show Mgr., P.O. Box 11712, Santa Ana, Calif. 92711.
29-Nov. 1. Int'l Footwear Mfg. Conf. & Expos., Atlantic City, N.J. Louise Collins, American Footwear Industries Assn., 1611 N. Kent St., Arlington, Va. 22209.
29-Nov. 6. New England Int'l Auto Show, Boston. Richard Sherman, 1330 Boylston St., Suite 209, Chestnut Hill, Mass. 02167.
31-Nov. 3. Energysave '77, Atlanta. Connie Baehm, Dir., Winterpark Tradeshow Inc., 181 E. 56th Ave., Suite 201, Denver, Colo. 80216.

November 1977

1-3. Building & Construction Expos. & Conf., Chicago. C. E. Cohrs, Vice Pres., Charles Snitow Orgn., Inc., 331 Madison Ave., New York, N.Y. 10017.
1-3. Plant Engineering & Maintenance Show & Conf./South, Atlanta. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017.
1-3. Pollution Engineering Expos. & Congress, Atlanta. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017.
1-4. Int'l Film & TV Festival of New York, New York. Herbert Rosen, Chmn., 251 W. 57th St., New York, N.Y. 10019.
1-4. Screen Print '77, Anaheim, Calif. John M. Crawford, Exec. V. Pres., 307-F Maple Ave. W., Vienna, Va. 22180.
3-6. Nat'l Swimming Pool Institute Conv./Expos., San Francisco. Ruth T. Williams, Dir. of Conv. & Shows, 2000 K St., NW., Washington, D.C. 20006.
4-11. Keystone Int'l Livestock Expos., Harrisburg. Charles A. Itle, Mgr., Farm Show Bldg., Harrisburg, Pa. 17120.
6-9. Int'l Hotel/Motel & Restaurant Show, New York. John Egan, Gen. Mgr., 141 W. 51st St., New York, N.Y. 10019.
7-11. Federation of Analytical Chemistry & Spectroscopy Soc., Detroit. E. Ruffing, J & R Assoc., Inc. 125 Westview Rd., Upper Montclair, N.J. 07043.
13-16. Farm Equipment Mfgrs. Ass'n Fall Conv., Atlanta. Conv. Mgr., 230 S. Bemiston, St. Louis, Mo. 63105.
14-16. Int'l Soft Drink Industry Expos., Anaheim, Calif., Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017.
15-17. Automotive Parts & Accessories Assn. Show, Chicago. James Sobszak, Hall-Erickson, Inc., 7237 Lake St., River Forest, Ill. 60305.
17-20. Int'l Assn. of Amusement Parks & Attractions Trade Show, Atlanta. Grace Urban, Off. Mgr., 1125 Lake St. Bldg., Suite 204-206, Oak Park, Ill. 60301.
18-20. Nat'l Decorating Products Show, Chicago, Ill. Robert E. Petit, Exec. V. Pres., 9334 Dielman Industrial Dr., St. Louis, Mo. 63132.
25-27. Int'l Art Festival, McAllen, Tex. Mrs. Thornton Thacker, Box 1388, McAllen, Tex. 78501.

December 1977

1-7. Mini/Micro Computer Conf. & Expos., Anaheim. Robert D. Rankin, 5544 E. La Palma, Anaheim, Calif. 92807.
4-8. Nat'l Agricultural Aviation Assn. Conv., Las Vegas. Bert Brower, Suite 459, Nat'l Press Bldg., Washington, D.C. 20045.
5-7. Nat'l Telecommunications Conf., Los Angeles. Stanley Butman, Jet Propulsion Lab., 4800 Oakgrove, Pasadena, Calif. 91103.
5-8. Chemical Industry Expos., Chicago. Int'l Expos. Co., 200 Park Ave., New York, N.Y. 10017.

January 1978

6-8. Int'l Motorama, Phoenix. William Moeller, Pres., Pacific Promotions Inc., P.O. Box 1518, Canoga Park, Calif. 91304.
8-13. Chicago Homefurnishings Market/America's Nat'l Lamp Show, Chicago. 666 Lake Shore Dr., Chicago, Ill. 60611.
10-11. Fertilizer & Agricultural Expos., Des Moines. Winton Etchen, Exec. V. Pres., 541 31st St., Des Moines, Iowa 50312.
12-17. Nat'l Audio-Visual Conv. & Education Exbt., Houston. James P. Thompson, Conv. & Exbt. Mgr., 3150 Spring St., Fairfax, Va. 22030.
13-15. Winter Consumer Electronics Show, Chicago. Bill Glasgow, Show Mgr., One IBM Plaza, Chicago, Ill. 60611.
13-18. Transworld Housewares & Variety Exbt., Chicago. Ray Passis, Chmn., 466 Central Ave., Northfield, Ill. 60093.
13-21. Nat'l Western Stock Show, Denver. 1325 E. 46th Ave., Denver, Colo. 80216.
15-18. Int'l Housewares Marketplace, Chicago. Martin C. Dwyer, Inc., 400 N. Michigan Ave., Chicago, Ill. 60611.
16-19. Nat'l Housewares Expos., Chicago. Dolph Zapfel, Mng. Dir., 1130 Merchandise Mart, Chicago, Ill. 60654.
21-25. Concrete & Aggregates Show, Las Vegas. Vincent P. Ahearn, Jr., 900 Spring St., Silver Spring, Md. 20910.
22-26. Nat'l Ass'n of Home Builders, Dallas. Edward F. Connors, 15th & M Sts., NW., Washington, D.C. 20005.
26-28. SE-Int'l Poultry Education Trade Show/Conv., Atlanta. Harold Ford, 1456 Church St., Decatur, Ga. 30030.
26-29. Nat'l Sporting Goods Assn. Conv. & Show, Houston. Robert J. Youngblood, 717 N. Michigan Ave., Chicago, Ill. 60611.
30-Feb. 1. Southeastern Air-Conditioning, Heating, Refrigerating Expos., Atlanta. In'tl Exposition Co., 200 Park Ave., New York, N.Y. 10017.

February 1978

2-4. Southern Farm Show, Raleigh. Southern Shows, Inc. A-340, Merchandise Mart, Charlotte, N.C.
5-8. San Francisco Gift Show. Western Exhibitors, Inc., 2181 Greenwich St., San Francisco, Calif. 94123.
6-9. Iowa Power Farming Show, Des Moines. Melvin Stukenberg, 2716 Grand Ave., Des Moines, Iowa 50312.
12-15. Int'l Expos. for Food Processors, Chicago. Food Processing Machinery & Supplies Assn., 7758 Wisconsin Ave., Washington, D.C. 20014.
15-18. Nat'l Farm Machinery Show, Louisville. Les G. Carlisle, Show Mgr., P.O. Box 21179, Louisville, Ky. 40221.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about licensing and joint venture proposals, opportunities to sell to foreign enterprises and appoint agents, visits by foreign buyers and officials, and major construction and expansion projects.

Licensing, Investment Abroad

0200—NIGERIA—U.S. investors sought to establish **livestock raising facility** in Ondo State. Beef cattle, sheep and swine would be raised initially. Capital, equipment and know-how desired from U.S. partner. For name and address of person to contact for additional information, write: Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-76982. OPIC.

0212, 0241—SAUDI ARABIA—Partner in well-known company seeks contacts with U.S. firms interested in joint venture to establish **dairy and beef cattle ranch.** Envisioned project includes land reclamation work, irrigation ditching, construction of dariy plant, cattle barns. Partner must be capable of undertaking project from development to construction and supervision of ranch when operable. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-76983. OPIC.

0811—BOLIVIA—Seeks machinery and capital to **develop virgin forest of various tropical woods** for export. Project requires saws and related equipment and about $350,000 in capital. U.S. partner is offered 50 percent participation. Firm established 1975, has 12 employees, annual income of $50,000 from sales of cedar and mahogany logs to local sawmills. Orlando Vargas Vera, Riberalta, Beni. Casilla 21. P-761015. OPIC.

2033—NIGERIA—Firm seeks U.S. joint venture partner to establish **food canning operation for tomatoes, onions, rice.** Company's activities include road construction and tobacco distribution. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-76984. OPIC.

2082, 7011, 2500—NIGERIA—Benue State wishes to form joint ventures with U.S. companies active in following fields: **Beer producing, furniture manufacturing, hotel construction and management.** All of the projects are new, State Government would initially have 60 percent ownership. S. Iyorkar, Permanent Secretary, Ministry of Trade & Industry, Makurdi, Benue State, Nigeria. P-76985. OPIC.

2386—INDIA—U.S. technical and design know-how sought for manufacturing **leather apparel** from locally processed goat and sheep skins. A $2 million modern facility will be built for manufacturing women's, men's and children's leather garments. About 3,100 skins will be processed daily for production of garments. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P176986. OPIC.

2519 — AUSTRALIA — Largest manufacturer of plastic modular furniture seeks licenses to expand production to **children's chairs and tables, modular storage units, wall units and bathroom fittings.** Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230, P-76988.

2648—AUSTRIA—Seeks licensing agreements with U.S. **paper converters to produce paper, paper-like products for writing, communications, decoration.** Austrian company makes tablets, notebooks, graph paper and similar products. Is affiliated with Norwegian manufacturer that makes wood pulp and paper in Austria and exports to Common Market. In addition to current production, up to 4,000 metric tons of paper can be processed. Georg Obermueller GmbH, Traunfellnerstrasse 37, A-4020 Linz. P-76989.

3079, 3429 — PERU — Firm interested in licensing arrangement to produce **cylindrical doorlocks and plastic decoration sheets (formica).** Firm, which acts as an importer, seeks information regarding cost of machinery and components, construction area, cost of technical assistance and/or royalty fees. Humberto Canepa, Mgr., Somafe S.A., San Francisco 114 (Casilla 5), Arequipa. Telephone, 23908. P-76990.

3241 — ECUADOR — Seeks joint venture partner to **design and construct cement plant** on 2,300 hectares of land owned by company near Latacunga, Cotopaxi Province. Plant is to produce 1,000 tons of portland cement daily using limestone from nearby deposits. Pre-feasibility study was conducted in 1974. Total investment cost of project is estimated at $50 million, 70 percent of which must be provided by foreign investor. As partner in mixed enterprise, foreign investor may control up to 80 percent of firm. Repatriation of up to 20 percent per year of invested capital will be permitted. Foreign partner will be expected to conduct full feasibility study in connection with design and engineering. Lic. Jose Gabriel Teran, Varea, Manager, Cementos Cotopaxi, C.A., 18 De Septiembre 213, Casilla De Correos 163, Quito. Telephone: 528715. P-76991. OPIC.

3275, 3281 — PORTUGAL — Seeks U.S. technology and finance participation for exploitation of **large quarry of marble and alabaster (black, white, brown and mixed colors)** in Tras-os-Montes region of Portugal. Marble deposit is about 6 km. long and 500 m. wide and comprises two hills about 200 meters high. Paved road lies within 3 km. of site and railroad line within 11 km. Details such as equity and management participation are opened for negotiation. Finance participation may take form of machinery, equipment. Leopoldo Alberto Silveira, Dir., SOCOMAR-Sociedade Cooperativa de Marmores, Lda., Monte Estoril. Telephone: 26 49 84. P-76992.

3452, 3079—PHILIPPINES—Corporate investment group interest in venture development and management of projects seeks joint venture arrangement to produce **externally threaded fasteners such as self tapping metal screws and injected molded car components,** i.e. dashboards and other motor vehicles components, housing, accessories, parts. Group has been one of the leaders in investment banking in Philippines for past ten years. It controls eight subsidiaries in various fields. George B. Olivar, Mgr., Corporate Investments Group, Bancom Group, Inc., MCC P.O. Box 1079, Makati, Rizal. D-708. P-761005. OPIC.

3995 — NIGERIA — Seeks joint venture with American company for manufacture of **caskets or coffins.** Firm desires to produce burial items superior to those currently manufactured in Nigeria. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-761009. OPIC.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under a licensing agreement or in partnership, write the Domestic Investment Services Staff, Bureau of International Commerce, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-5361), referring to file number.

AUSTRIA—Firm wishes to establish contact with U.S. manufacturer of **ladies shoes and boots** for either licensing and/or joint venture. Mathias Panzl GmbH KG, Goetzstrasse 3-5, P.O. Box 45, A-4820 Bad Ischl. File 3200.

FRANCE—Manufacturer of air-conditioning and heating equipment seeks U.S. licensee to manufacture its **condensation heat exchanger** unit to reclaim heat. C. Levy, Mgr., L'Industrielle de Chauffage, 68, ave. Jean Baptiste Clement, B.P. 404, 92103 Boulogne-Billancourt. File 3201.

GERMANY—Firm manufacturing **chemical building materials and special im-**

pregnated paper used in production of concrete slabs with pebble facings wishes to grant manufacturing licenses on its patented products to U.S. firms. Frau Katherina Arend, c/o Fritz Rethmeier KG, Aller Weg 77, 4930 Detmold. File 3202.

GERMANY — Manufacturer of interior **room dividers, room-dividing-type furniture** for banks, offices, hotels, and **residential furniture** including built-in closets and built-in kitchens, is seeking U.S. partner for manufacturing joint venture in U.S. Friedrich Dinklage, c/o Hadi-Werk, Haarmann & Dinklage GmbH, Postfach 3340, 4902 Bad Salzuflen 1. File 3203.

GERMANY — Manufacturer of **weatherproof protective-chemical compounds** for building industry seeks joint venture partner for production of its line in U.S. Product includes anticorrosion compositions, facade preservation and insulation compounds, sealants, binding chemicals for concrete and mortar hardening processes, waterproof compounds and facade cleaning agents. Albert Schomburg, Schomburg & Co. KG, Postfach 701, 493 Detmold. File 3204.

GERMANY — Manufacturer wishes to make arrangements for licensing and/or joint venture for production of following products made of **plastic: toilets, bath tubs, window sashes, tanks and vessels** of all types. Manfred Roth, Owner/Mgr., Metallwerke Roth KG, D-3563 Buchenau/Lahn. File 3205.

JAPAN—Firm that has invented **"high damping alloy"** which helps absorb vibration, has excellent mechanical properties, and thus can be used for variety of machine parts, offers to license manufacturing of product in U.S. ULVAC Corp. (Hattori Bldg., 1 Kyobashi 1-chome, Chuo-ku, Tokyo 104. File 3206.

SWITZERLAND—Manufacturer of **transparent swing doors**, including opening and closing devices, offers manufacturing licenses for their patented products for licensing in U.S. Contact: Carl Sigerist AG, Platz 4, CH-8201 Schaffhausen. File 3207.

SWITZERLAND—Manufacturer of process control and related hydraulics and pneumatics, offers to license its new line of hp. **rotary torque actuators.** Reportedly, actuators in question permit 100 percent usage as compared with 70 percent usage of competing lines. Arnold AG, Friesstrasse 31, 8050 Zurich. File 3208.

SWITZERLAND—Newly developed swimming aid which will be attached to neck of breast-stroke swimmer is offered for manufacture under license in U.S. Device is made of styrofoam and reportedly ensures correct body position of swimmer and allows free moving of arms and legs. Romeo Waller, RMW-Handels-agentur, Bergstrasse 23, CH-8702 Zollikon. File 3209.

SWITZERLAND — Company offers for licensing its newly developed and patented **motor holding device** for installation on gasoline motor driven boats. It is a portable, pneumatically-hydraulically operated unit which can be installed easily on boats. System permits adjustment of immersion depth of propeller to specific needs of boat owner. Logitec S.A., Machine Outils, 108 Ave. Leopold Robert, 2300 La Chaux-de-Fonds. (attn. ref. 500/JLW/hs). File 3210.

SWITZERLAND—Blind and handicapped Swiss citizen has invented novel **acoustic quartz watch for the blind.** Owns all patents which were developed in collaboration with Swiss engineer. Watch is obtainable in limited quantities in Switzerland. Inventor offers watch for licensing and distribution in U.S. Christian Vetsch, Rislenstrasse 13, 8590 Romanshorn. File 3211.

UNITED KINGDOM—Bristol firm is interested in having its general purpose STOL **aircraft** made in U.S. by U.S. firm for worldwide sales. Research version of the aircraft is available in U.S. for demonstration. File 3198.

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate or make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States, and (b) to encourage and request U.S. concerns engaged in the export of articles, materials, supplies, or information to refuse to take any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts. Accordingly, U.S. concerns receiving such requests to participate in a restrictive trade practice or boycott are encouraged and requested to refuse to comply with them.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.4 of the above-cited regulations.

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230, or from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

Investment Possibilities Seen In Zaire's North Kivu Region

The U.S. Embassy in Kinshasa has prepared a report outlining investment possibilities in the North Kivu Region of Zaire. Opportunities exist in the agro-industry for pyrethrum growing and processing, food canning, truck farming, fish processing, beef and dairy cattle raising, and papaya processing. The regions also has potential for further tourism development. A copy of the Embassy's report is available from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-76981. OPIC.

Visiting Buyers & Officials

SWEDEN — Viktor Ramell, Mng. Dir., Firma Viktor Ramell, Goteborg, will visit New York in January to purchase **raw materials and machinery for manufacture of paint, varnish, and printing ink, including organic and inorganic pigments, dry and paste, and non-poisonous substitutes for chrome yellow.** He also seeks **washing and cleaning systems** used in the above industries. Reliable credit sources recommend business relations with this firm. Contact Bill Corfitzen, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-2068, for additional information.

AUSTRALIA—Richard Dennis of Sydney is interested in contacting U.S. firms engaged in **hydroponics,** specifically in technology, equipment and ingredients of soilless cultivation. He plans to be in the Los Angeles area in mid-January. For further information contact Foreign Buyer Staff, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-3265.

COSTA RICA — Allan Franklin Sime, Mgr., Alsima S.A., manufacturer of wooden doors and windows, will visit the United States to contact American firms which manufacture and sell **automated machinery for making solid wood doors** in assembly line manner. American firms interested in supplying this machinery contact Bill Corfitzen, U.S. Dept. of Commerce, Room 2322, Washington, D.C. 20230; 202-377-2068.

The following trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Division, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest indicated by codes 0111-1799 and 4011-8999 are based on the Standard Industrial Classification Manual, 1972; codes 20 through 39 come from Numerical List of Manufactured Products (New 1972 SIC Basis), MC72-1, 2. Codes beginning with 99 are from the TOP coding system.

U.S. firms should be aware that the listing in Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Department's Export Administration Regulations. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

The mark (●) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Building construction

● **1510—COSTA RICA**—Social Security Institute (CCSS) to publish call for bids for construction of following out-patient clinics: a) Cariari, Province of Limon, 725 sq. meters; b) Jicaral, Province of Puntarenas, 825 sq. m; c) Chomes, Province of Puntarenas, 825 sq. m; d) Santa Maria Dota, Province of San Jose, 725 sq. m; e) Hojancha, Province of Guanacaste, 825 sq. m; f) Colonia Carmona, Province of Guanacaste, 825 sq. m. Information on prequalification and bid deadlines (approximately Jan. 15 and Jan. 30, respectively), general conditions, requirements, and specifications may be obtained from Juan Alfredo Gudino, Jefe, Departamento de Aprovisionamiento, Caja Costarricense de Seguro Social (CCSS), Apartado 10105, San Jose (phone: 23 40 33). Financed by Inter-American Development Bank and CCSS's own resources.

● **1510, 245XXXX, 344XXXX — GUATEMALA** — Tender for prefabricated 200/250-bed general hospital to be erected in Puerto Barrios on Caribbean coast. Project urgent and Ministry wishes to start within a month, so no bid will be called. Dr. Benjamin Sultan, Minstro, Ministerio de Salud Publica, Palacio Nacional, Guatemata City, requests that firms send catalogs, prices, delivery, and construction time. Funded from earthquake reconstruction money.

Public building, related furniture

● **2531XXX — HONDURAS** — Proveedor General de la Rublica, Calle Morelos 310, Apartado Postal 177, Tegucigalpa, D.C., has issued tender no. 57-76 for supply of wood school furniture, such as chairs, desks, tables, chalk boards, etc. Bid deadline Jan. 24. Copy of specifications available from above address.

Partitions, shelving, lockers, office, store fixtures

● **2541XXX—GUATEMALA**—Secretaria de la Division de Planeamiento y Diseno, 50 Nivel, Edificio Central de Guatel, 7A. Avenida 12-39, Zona 1, Guatemala City, has issued tender 6-76 for supply of 1,242 telephone booths. Bid deadline Jan. 24. Offers must be in Spanish. Copy of specifications available from above address.

Paper mills

● **2621XXX, 2631XXX — IRAN** — Iranian Tobacco Company requests bids on supplying 1,500 tons of kraft board and 1,115 tons of semi-kraft paper in bobbins of different widths. Kraft board to have substance of 200 grams/M2. Semi-kraft to be supplied with substance of 127 grams/M2. Copies of tender with more detailed information with respect to specifications and conditions of sale available from Construction and Forest Products Division, BDC, Room 2120, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-3534. Bid deadline Jan. 16.

Paperboard mills, products

● **2631XXX—MALTA**—Requests bids for supply of 277 tons of mechanical paperboard in 9 lots of 3 tons each with different color. To be supplied in 10" wide reels and have substance of 150 grams/M2. Commodity is required for printing of entertainment duty tickets on Wun-up Machine. Copy of tender containing more detailed specifications and conditions available from Construction and Forest Products Division, Bureau of Domestic Commerce, Room 2120, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-3534. Bid deadline Dec. 30.

Synthetic materials

● **2823XXX — INDIA** — Heavy Machine Tools Plant, Heavy Engineering Corp., Ltd., Stores and Purchasing Dept., HMTP Admin. Bldg., P.O. Dhurwa, Ranchi 834004, Bihar has issued tender no. PUR/HTP/60056/76/1180 for supply of digital readout system with measuring and reading units, to be installed on horizontal boring machine in firm's shop. Bid deadline Jan. 25. Copy of specifications available from above address.

Drugs

2834998 — INDIA — Importer wishes to purchase five to ten kilograms each of quinapyramine sulfate, quinuronium sulfate, hexachloroethane, and suramin, or equivalent veterinary preparations if individual drugs not available. Importer holds valid import permit valued at $22,000. Contact N.K. Shah, G. Loucatos and Company, Mercantile Chambers, Graham Road, Ballard Estate, Bombay 400001; Cable; Gerassimos-Bombay 1.

Gum, wood chemicals

● **2865XXX—TURKEY**—Dodecyl benzene (hard alkylate), 3,100 metric tons. Tender number N. Bid deadline Jan. 14. Submit proposals to Petkim Petrokimya A.S., P.O. Box 104, Yenisehir, Ankara. Technical specifications available from Chemicals and Rubber Program, Materials Division, OBRA/BDC, Room 2100, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-3464. Review copy also available at Commerce District Office, Federal Bldg., P.O. Box 36013, 450 Golden Gate Ave., San Francisco, Calif. 94102; 415-556-5868.

Steel mill products

3312111 — MEXICO — Coke, approx. 500 M/T/mo. F.o.b. quotations needed at Nuevo Laredo, Tijuana or other border towns. 6 to 8 in. as well as from 4 to 6 in., high quality, low humidity content. Reply to Esteban Lopez Torres Gerente, Union De Credito De La Industria Metalica De Occidente S.A. De C.V., Madero 441, 1ER Piso, Guadalajara, Jal., Mex. Tel. 142426 or 142506.

Rolling & drawing of nonferrous metals

● **335XXXX — ALGERIA** — Various sizes and quantities of electrical wire and telephone wire. Tender No. 1/77; bid deadline Jan. 30. Sonelec, Rue de Constantine, BP 87, Kouba, Algiers. Tender documents available from above address. Correspondence in French required.

Fabricated metal products

● **344XXXX—HAITI**—Education Project No. 1, Government of Haiti/World Bank, whose offices are located in the Ministry of National Education, Port au Prince, Haiti, has invited foreign contractors to submit applications for prequalification to bid for supply of reinforcing concrete bars. This is the first time in years that the import of steel bars has been permitted. Project will be financed within framework of Credit Agreement 618 HAX between Government of Haiti and International Development Association. Bid documents can be purchased for US$10 from Project Office, Ministre de l'Education Nationale, Cite de l'Exposition, Port-au-Prince. Tenders must be in by Jan. 14.

34973XX—AUSTRIA—Hot sealing foils. Offers with f.o.b. quotations requested. Reply to Mr. Greilinger, Nicoplast GMBH, Endresstrasse 18, A-1231 Vienna. Cable Nicoplastic, Tel. 222/869220, Telex 11350. Dir. sale & agency.

Construction, mining, materials handling machinery, equipment

● **3531XXX—BURMA**—Deputy Director (Stores) Irrigation Department, ½ Mile

Road, Rangoon, requests bids on supply of ten concrete mixers of 14/10 cu. ft. capacity, ten of 10/7 cu. ft. capacity, and three of 7/5 cu. ft. capacity; supply of 20 gasoline powered vibrators; supply of 3 bar cutting and bending machines. Will be financed with IDA credit. Embassy will forward copies of bid documents and specifications to interested U.S. firms on request, citing "T-0007," enclosing check for $6 per set. Bid No. IRR/IDA/(2), 76-77, deadline Jan. 17.

353401X, 3534051, 3535111 — TAIWAN — Furnishing & installation 26 units electric hydraulic passenger elevators; electric hydraulic service elevators: capacities 1,500, 2,000, 2,500, 3,000 & 3,500 lbs., speed 125/150 FPM & 75/100 FPM. Elevators shall be plunger electric type with direct acting plunger, pumping unit, etc. 6 sets escalators, 30 degrees, 8,000 persons/hr. Hgt. 7.7M, width 1,000MM. Airport use conveyors. Telex or cable Der-Shu Chung, Gen. Mgr., China Elevators Corp., P.O. Box 39-62, 3rd Fl., 102 Nanking E. Rd., Sec. 1, Taipei 104, Cable Antcds, Tel. 562-3715, Telex 23543 Kingsei.

General industrial machinery

• **356XXXX — TRINIDAD** — Seven deep well turbine pumps and 100 standby pump sets for various water installations. Tender No. not specified; bid deadline extended to Dec. 30, C. E. Polo, Director of Contracts, Central Tenders Board, Corner Elizabeth St. & St. Clair Ave., St. Clair, Port of Spain. Short delivery period is of prime concern and will play important part in assessment of tender.

Communications equipment

• **3662XXX — ALGERIA** — Ministere de l'Information et de la Culture, 119 rue Didouche Mourad, Algiers, has issued tender no 370-E for supply of two hertzian beam television vehicles with accessories. Bid deadline Jan. 13. Copy of specifications available from RTA, Direction des Services Techniques et de l'Equipement, 21 Blvd. des Martyrs, Algiers, for 100 DA (approx. U.S. $25).

• **3662XXX — IRELAND** — Engineer-in-Chief, Department of Posts & Telegraphs, Contracts Section, Marlborough St., Dublin, has issued tender no. C/610/1/28 for supply and installation of color TV coaxial cable systems. Bid deadline Jan. 28. Copy of specifications available from above address.

• **3661XXX—NEPAL**—General Manager, Nepal Telecommunications Corp., Singha Durbar, Kathmandu, has issued tender for supply of broad-band microwave system with 8 links, three UHF spur systems, CB manual exchanges, telephone instruments, automatic telephone exchanges, and cable network materials for about 10,000 subscribers. Tenders will be issued to firms which prequalify by sending resumes of successful similar installations to address above.

• **3662XXX—MALAYSIA**—Department of Broadcasting, Angkasapuri, Kuala Lumpur, has issued tender no. 41/JP/R/1976 for supply of two high power shortwave transmitters and four sets of antennas for overseas broadcasting. Bid deadline Jan. 17. Value estimated about M$7.5 million. Copy of specifications available from address above at M$50. per set (U.S. $1.00 = M$2.50).

Engineering, laboratory, scientific, research instruments

• **3811XXX — INDONESIA** — Director General of Higher Education, Department of Education and Culture, Jalan Pintu Satu Senayan, Tromol POS 190 Dak., Jakarta Selatwn, has issued tender for supply of laboratory equipment for use in teaching engineering, physics, chemistry, and biology. Bid deadline Feb. 14. Copy of specifications available from address above for Rupiah 41,500 (approx. U.S. $100).

3811XXX—IRAN—Bidders are asked to correspond with National Iranian Steel Corp., Tehran, to obtain further information on intention to purchase one set of blast furnace gas analyzers.

Motion picture production, distribution

7814—REPUBLIC OF MALDIVES—Government of the Republic of Maldives requests information on supply and/or lease of television films of (a) films for children including educational and cartoons, (b) general educational films and (c) non-restricted films of various series. Offers with respect to costs and conditions for leasing required films should be sent directly to: Department of External Affairs, Male, Republic of Maldives.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Machine tool accessories

35451XX—SWEDEN—Small tools for machine tools & metalworking machinery such as: threading tools, high speed steel threading tools, carbide, solid & tipped blanks & tips, incl. carbide, cast alloy & ceramic. Other types of cutting tools for machine tools, incl. rotary burrs & rotary files, spade drills & so-called "Fliessformbohren." High speed steel carbide, solid & tipped. Broaches, high speed steel; carbide, or special cast alloy, etc. Twist drills: steel drills, high speed steel, taper shank & straight shank; carbide, solid & tipped (excl. tips & blanks sold separately & masonry drills). Medium-sized well-estab. firm specializing in products for metal industry. Has 35 employees & approx. annual turnover skr 12 million. Share capital skr 100,000. Business obligations met promptly, according to local credit sources. Highly recommended trade contact. Mr. Lindgren, principal shareholder, plans to visit U.S. in spring 1977 at which time he would like to discuss agency agreements with interested U.S. suppliers. Reply ASAP to—Hans Lofgren, Colly Co. AB, Box 724, S-181 07 Lidingo. Telex 17421; tel 08/765 26 40.

Pulp & paper machinery

35540XX—SWEDEN — Cato Sandberg wishes to contact American firms seeking representation in Scandinavia for all types of paper and pulp machinery, attachments and parts. Although his firm is small and recently established, it does have a reliable credit reputation. For more information, contact Peter B. Alois, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-3265.

UNDP Approves 28 Requests For Financial, Technical Aid

The United Nations Development Program (UNDP) has recently approved 28 requests for financial and technological assistance from 16 countries and regions. These projects are listed below with the potential opportunities for subcontracting or procurement of equipment, or both, shown in parenthesis.

Interested U.S. firms may obtain copies of these project summaries from the Export Information Reference Room, Office of Export Development, Room 1063, Attn: Betty W. Patrick, U.S Department of Commerce, Washington, D.C. 20230. Please include a self-addressed label with your request, and identify each project summary desired by project number, country, and title. If the booklet, *UNDP Business Guide*, would be useful, please so indicate.

AFG/75/008 — AFGHANISTAN — Strengthening of Afghan cartographic cadastral survey institute (subcontract/equipment).

AFG/75/022 — AFGHANISTAN — Strengthening of government capability for preservation of historical monuments (equipment).

BGD/72/022—BANGLADESH — Telecommunication training center (equipment).

BGD / 73 / 006 — BANGLADESH — Strengthening agricultural extension services (equipment).

BGD/73/074 — BANGLADESH—Institute of epidemiology and vector control (equipment).

BGD/74/002 — BANGLADESH—Educational administration and planning (equipment).

BGD/75/029 — BANGLADESH — Applied remote sensing technology (subcontract/equipment).

BOL/75/003 — BOLIVIA — Industrial promotion of asbestos industry (equipment).

COL/75/018 — COLOMBIA — Education administration and planning (equipment).

ELS/74/017 — EL SALVADOR — Strengthening of national planning system (equipment).

ETH/75/001 — ETHIOPIA — Development of Awash Valley (Phase IV) (equipment).

GUI/73/001 — GUINEA — Assistance with sanitation in Conakry (subcontract/equipment).

GUI/74/003—GUINEA—National rural development documentation and information center (equipment).

GUI/74/018 — GUINEA — Plant and foodstuffs protection laboratory (equipment).

GUI/74/020 — GUINEA — Establishment of veterinary diagnostic service and improvement of animal vaccine laboratory (equipment).

HON/75/004—HONDURAS — Forestry management and lumber production (equipment).

IND/71/610—INDIA — Establishment of demonstration plant for production of synthetic fibres, sasmira, Bombay (equipment).

IND/72/058 — INDIA — Hydrostatic extrusion and material synthesis (subcontract/equipment).

IND/74/014—INDIA — Establishment of national welding research institute (equipment).

IND/74/069 — INDIA — Development of mushroom cultivation in Himachal Pradesh (equipment).

MAR/72/001 — MAURITIUS — Institute of education (subcontract/equipment).

NEP/73/004—NEPAL — Hill agriculture development (equipment).

RAF/75/001 — REGIONAL (AFRICA) —Animal trypanosomiasis control: economic assessment and applied research on glossina control in the dry savannah zones (subcontract/equipment).

SOM/76/003 — SOMALIA — Strengthening groundwater services (equipment).

TUR/72/034 — TURKEY — Cement development and research center (equipment).

VEN/75/005 — VENEZUELA — Civil aviation (equipment).

VEN/75/010—VENEZUELA — Center for musical studies, training and research (equipment).

YEM/73/911—YEMEN—Auto services organization (equipment).

Future Construction Abroad

COLOMBIA — Empresa Colombiana De Niquel Ltda., ECONIQUEL, (Colombian Nickel Co.) and Compania de Niquel Colombiano S.A., CONICOL, a subsidiary of Hanna Mining Co. of Cleveland, have developed joint-venture to develop mine and ferronickel producing facilities at Cerro Matoso, near Montelibano in Department of Cordoba located in north Colombia. Project includes mine, pyrometallurgical processing and ancillary facilities for processing up to 850,000 dry metric tons per year of lateritic nickel ore. Construction will be performed through series of contracts and will include temporary construction facilities, road construction, townsite urbanization, housing, site preparation, pile driving, concrete foundations and structures, erection of structural steel, installations and piping systems, and installation of refractories. Project will require purchase of **equipment for surface mining, primary crushing, stockpiling, drying, secondary crushing, screening, ore storage, agglomerating, calcining, electric furnace smelting, and refining. Mechanical and electrical equipment, instrumentation, piping and building materials will also be required.** Will have total cost of $300 million. Design studies have already been performed by U.S. firm Bechtel Corp. ECONIQUEL and CONICOL have applied for loan from IBRD in various currencies equivalent to $75 million. Invitation to prequalify will be issued in near future (expected by early 1977 depending on development of financing packages). Remaining $225 million expected to be financed by other international credit agencies, private banks and suppliers. Further information can be obtained at: Empresa Colombiana de Niquel, ECONIQUEL, Attn: Dr. Fernando Diaz Bueno, Gerente, Carrera 7 No. 26-20, Piso 8, Bogota; Compania de Niquel Colombiano S.A., CONICOL, Carrera 10 No. 27-27, Piso 4, Attn: Allan Milner, Gerente, Bogota; Cerro Matoso Project, c/o Bechtel Corp., Agents, Mining & Metals Div., Attn: D. Sedgmore, P.O. Box 3965, San Francisco, Calif. 94119.

PERU—Ministry of Transport and Communications is prequalifying firms for **consulting and supervisory services for pavement works** on San Mateo-Morochocha Section of Chosica-La Oroya Highway in Departments of Lima and Junin. Project is to cover 39.2 km. of road, with estimated cost of $524,973. Deadline is Dec. 29 and tender documents are available for 2,000 Peruvian Soles ($30) until Dec. 2 from Ministerio de Transportes y Comunicaciones, Direccion General de Transporte Terrestre, Direccion de Ingerieria, Sala de Reuniones No. 1, Avenida 28 de Julio No. 800, Lima 1. Project is to be financed with IBRD funds.

ALGERIA—The government is seeking qualified firms for equipping and installation of **maritime engineering works laboratory** for National Engineering and Technical School as well as assistance in starting and operating the laboratory. Tender documents are available from Monsieur le Directeur de l'Administration Generale, Ministere des Travaux Publics et de la Construction, 135 Rue Didauche Mourad, Algiers (Cable: MITRAP ALGER; Telex: 52713). Al correspondence should be in French and all specs metric. Closing dates for submittal of bids Jan. 2. Please send copy of initial correspondence to Pete Zantal, CAGNE/BIC, U.S. Dept. of Commerce, Washington, D.C. 20230; 202-377-4441.

EGYPT—Foreign Purchase Committee of Misr Fine Spinning and Weaving Co., Kafr el Dawar (Cable: NASG KAFR EL DAWAR; Phone: 69587; Telex: 4092 NASG UN) is seeking qualified firm for supply and erection of complete **water purification plant** with capacity of 500 cubic meters per hour of filtered water for drinking and industrial purposes. Will be extension of existing water plant in company's mills at Kafr el Dawar and will supply filtered water for existing mills. Closing date for submittal of offers Jan. 16. For additional information contact Pete Zantal, 202-377-4441.

EGYPT—General Organization for Sewerage and Sanitary Drainage, Foreign Purchasing Committee, Tahrir Bldg., Sixth Floor, Tahrir Square, Cairo, is seeking qualified firms for supply and erection of **mechanical and electrical equipment for sewage pumping stations** in town of Samanoud Egypt. Tender documents available from above address for LE 50 ($125) per copy. Tenders will be accepted only from public sector company or registered trade representative. Closing date Jan. 10. Please send copy of initial correspondence to Pete Zantal, 202-377-4441.

MOROCCO—Office Regional de Mise en Valeur Agricole du Tadla, Fquih Ben Salah, is seeking qualified contractors for construction of a reinforced trapezoidal **canal** seven kilometers in length and approximately 507 cubic meters in volume. Closing date for submittal of offers is Feb. 9. For additional information contact Pete Zantal, 202-377-4441.

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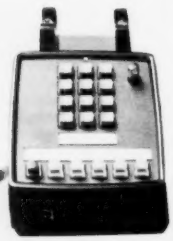

International Marketing

Commercial and economic information on most trading partners of the United States is available from the Office of International Marketing, Bureau of International Commerce, U.S. Department of Commerce.

Assistance or information about overseas marketing may be obtained by dialing key people directly: **202-377** plus the given extension. For information related to specific countries contact the Country Marketing Manager:

Africa (sub-Sahara)	**4927**	Spain, Portugal, Switzerland and Yugoslavia	**2795**	South Asia	**2522**
Europe		United Kingdom and Canada	**4421**	**Latin America**	
France and Benelux Countries	**4504**	**Far East**		Brazil, Argentina, Paraguay and Uruguay	**5427**
Germany and Austria	**5228**	Australia and New Zealand	**3646**	Mexico, Central America and Panama	**2314**
Italy, Greece and Turkey	**3944**	East Asia and the Pacific	**5401**	Remainder of South America and Caribbean Countries	**2995**
Nordic Countries	**3848**	Japan	**2425**		

For information related to the overseas promotion plans for specific product groupings, contact the Operational Planning Division organized along the following industry lines:

Group I — Computers, business, graphic arts, agribusiness and packaging equipment. **3036**

Group II — Electronics production and components, metalworking, communications, and specialized production machinery and equipment. **3168**

Group III — Laboratory, scientific, test and measuring instrumentation, healthcare and specialized processing equipment. **2843**

Group IV—Water and Air purification, electric energy, construction, materials handling, transportation machinery and equipment and consumer goods. **2808**

Special units within the Department of Commerce have been created to deal with particular marketing situations:

Commerce Action Group for the Near East

North Africa	**5737**
Near East	
Bahrain, Iraq, Jordan, Kuwait, Lebanon, Oman, Peoples Democratic Republic of Yemen, Qatar, Saudi Arabia, Syria, United Arab Emirates, Yemen Arab Republic	**5767**
Iran, Israel, Egypt	**3752**

Bureau of East-West Trade

Assistance and information on how to do business with and selling U.S. products to the U.S.S.R., People's Republic of China, Bulgaria, Czechoslovakia, the German Democratic Republic, Hungary, Poland, and Romania may be obtained from the Office of East-West Trade Development in the Bureau of East-West Trade, U.S. Department of Commerce, Washington, D.C. 20230.

For information on the following product areas, contact the Trade Development Assistance Division or dial extension:

Electronics and Aviation Equipment	**2871**	Industries	**3352**	Energy and Services	**2835**
Automotive, Construction, Mining and Metallurgical		Chemicals, Pharmaceuticals, and Related Processes and Equipment	**3968**	Capital Equipment, Food Processing, and Textile Machinery	**4002**

For information on exhibitions, seminars and other promotion events sponsored by the Department of Commerce in these countries, contact the Trade Promotion Division or dial **202-377-4161.**

For information on the economies of any of these countries—plans, performance, foreign trade, bilateral relations with the United States, trade agreements, joint commissions and policy issues—contact the:

U.S.S.R. Affairs Division	**4655**	People's Republic of China Division	**3583**
Eastern European Affairs Division	**2645**		